
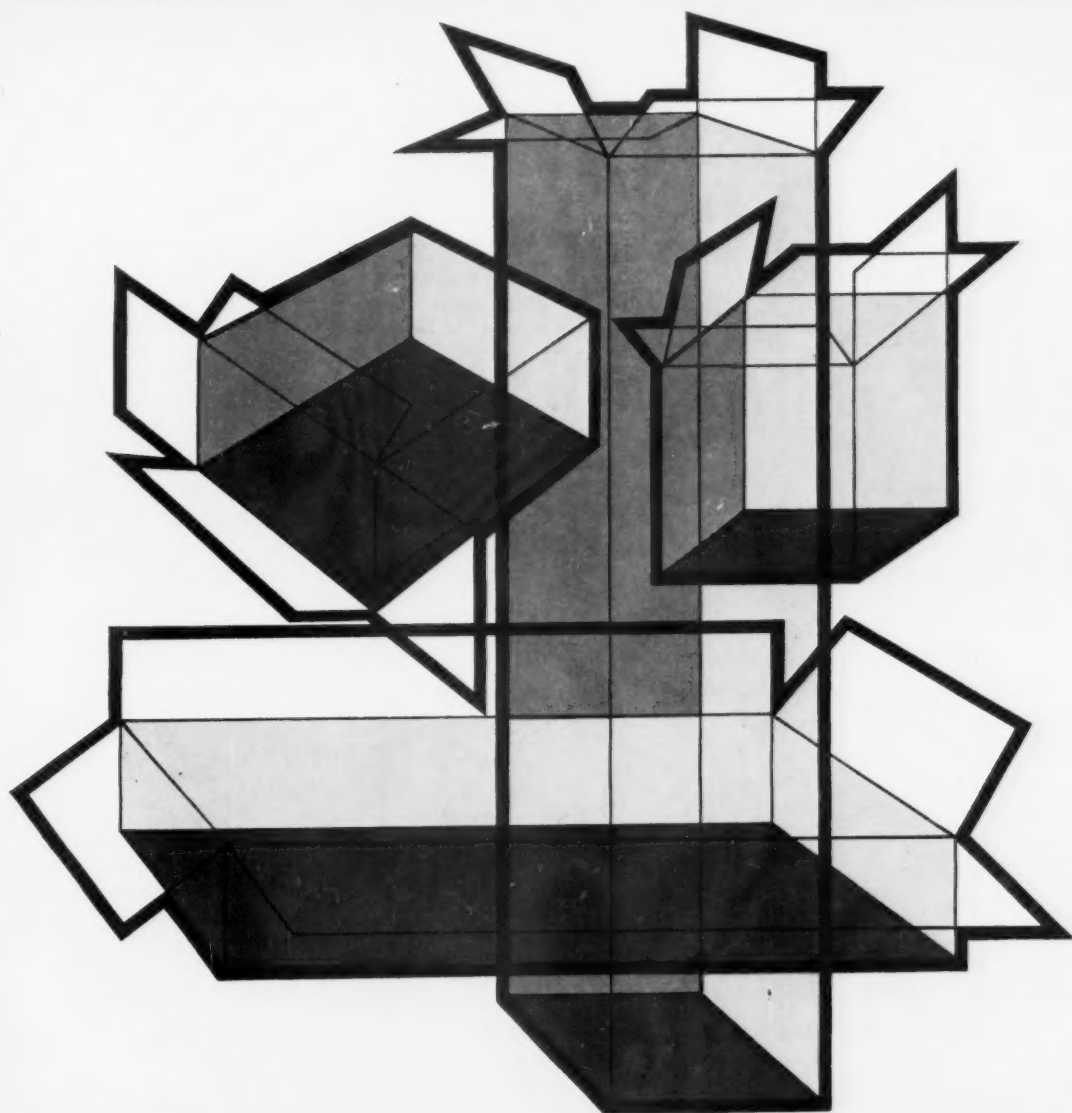


# **DISTRIBUTION AGE**

A CHILTON  PUBLICATION

DECEMBER 1959



**Latest Ideas in Protective Packaging**

*See Page 44*

# What would a fire cost you?

Losses don't stop as soon as the fire is out...  
usually they are just beginning!

When you suffer a serious fire, insurance usually compensates for the **tangible** losses. It's the **intangible** losses that really hurt... customers, good will, key employees, additional capital needed to put you back in business, your peace of mind, and a host of other items which, in most cases, cannot be covered by insurance.

Fires seldom start big; they grow from small ones... all they need is **time**. When you shift the burden of detection from human shoulders to ADT Automatic Protection Services, you go a long way toward depriving fire of its chance to grow, and of its power to destroy your property and ruin your business.

ADT Aero Automatic Fire Detection and Alarm Service, or ADT Sprinkler Supervisory and Waterflow Alarm Service, will detect the incipient blaze and summon the fire department direct to your premises in those vital first few minutes.

Intruders, the cause of many fires, **automatically** reveal their presence when your property is protected by ADT Intrusion Detection or ADT Burglar Alarm Services.

*May we show you what ADT can do for you?*

Whether your premises are old or new, sprinklered or unsprinklered, an ADT specialist will show you how ADT Automatic Protection Services can safeguard your property more effectively than other methods... and **at lower cost**. Call our local sales office; or write to our Executive Office.

Controlled Companies of

**AMERICAN DISTRICT TELEGRAPH COMPANY**  
Executive Office, 155 Sixth Avenue, New York 13, N. Y.



**ADT**

**Now**  
from **PAN AM:**

Cargo  
Rates  
to all  
the Orient  
**Slashed**  
as much as **53%**

Effective Jan. 1, 1960 \*

This is what you've been waiting for! Starting January 1st, Pan Am slashes general cargo rates in both directions across the Pacific. You save up to 53% on shipments between Los Angeles, San Francisco, Portland or Seattle on this side of the Pacific, and Tokyo and all the Orient. For example, here's the new scale of rates from all four U.S. points to Tokyo:

NEW WEIGHT SCALE	NEW RATE SCALE	SAVINGS OVER CURRENT RATES
0-99 lbs.	\$2.19 per lb.	12%
100-549 lbs.	1.64 per lb.	12%
550-1,099 lbs.	1.30 per lb.	20%
1,100-5,499 lbs.	1.00 per lb.	38%
5,500-21,999 lbs.	.85 per lb.	47%
22,000 lbs. up	.75 per lb.	53%

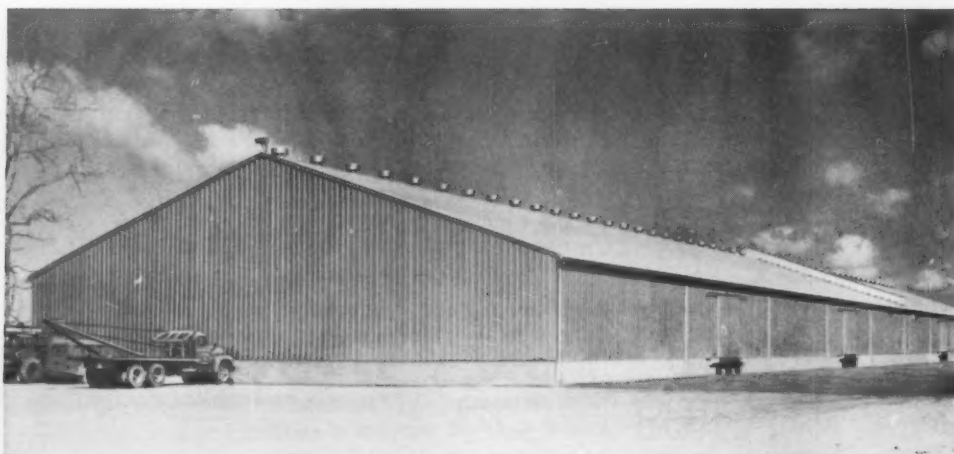
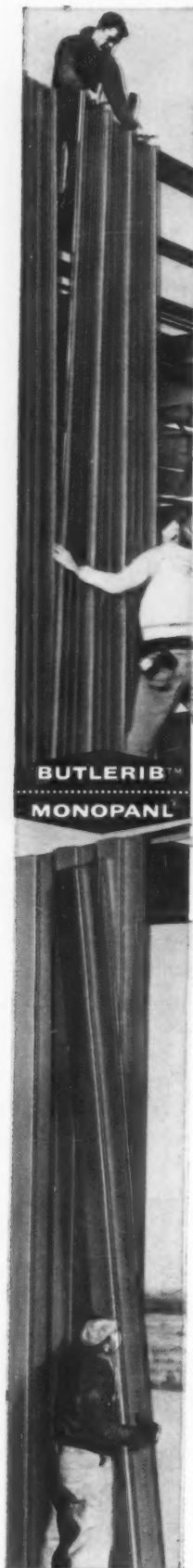
Similar rate reductions apply to Guam, Hong Kong, Manila, Bangkok, Singapore, Saigon, Rangoon and Jakarta.

This is typical of Pan Am's constant efforts to make Clipper\*\* Cargo ever more profitable, ever more convenient for you. Why do more American companies ship by Pan Am than by any other overseas airline? Because Pan Am offers more: MORE PLANES (including more Jets!) • MORE SPACE • MORE FLIGHTS • MORE SHIPPING POINTS FROM THE U.S. • MORE SERVICE (From electronically checked reservations to doorstep pickup and delivery, your product is in the hands of the most experienced men in the business!)

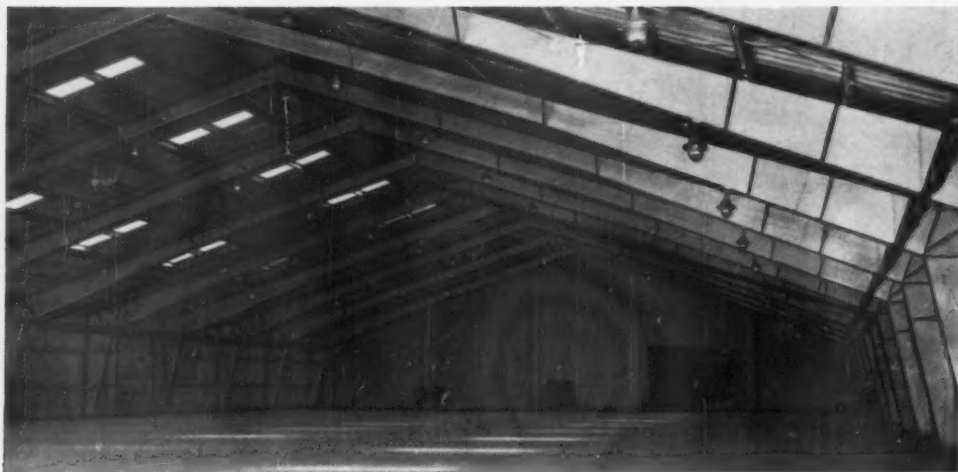
Now get your product aboard faster, abroad faster—with greater ease, greater profit! Call your cargo agent, freight forwarder or Pan Am office today.



\*\*Trade Mark, Reg. U. S. Pat. Off. \*Subject to government approval



A BUTLER BUILDING EXCLUSIVE...CHOICE OF TWO SUPERIOR WALL PANELS IN COLOR



## The warehouse with authority ...store safe and dry, high and wide, in a Butler

Like a sentinel, a Butler warehouse guards your investment in inventory with positive weather protection of your merchandise. And you get wide open roominess with Butler's clear span construction that provides unobstructed storage room to the roof. A shining example of Butler's ability to solve warehousing problems is this 100-foot, clear span building recently completed for the Greater Baton Rouge Port Commission. There are thousands of others throughout the country.

When you build a pre-engineered warehouse, your greatest value depends on a winning combination of structurals and cover. We invite you to compare the engineering and design of Butler's superior wall panels with all

other curtain walls for factory-fabricated buildings . . . you'll find they're the finest. Butlerib, the new precision-formed standard roof and wall panel, offers new strength and bold beauty. Monopanel, Butler's exclusive factory-insulated wall panel, lets you build with architectural beauty and maintenance-free economy. Both panels are available in a selection of durable, factory-applied colors.

Why settle for less than the best . . . build Butler, the lowest-cost way to build well. For details on Butlerib, Monopanel and the many other Butler features, call your Butler Builder. Ask him about Butler financing, too. He's listed in the Yellow Pages under "Buildings" or "Steel Buildings". . . or write direct.

### BUTLER MANUFACTURING COMPANY

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Manufacturers of Metal Buildings • Equipment for Farming, Oil Transportation, Outdoor Advertising • Contract Manufacturing  
Sales offices in Los Angeles and Richmond, Calif. • Houston, Tex. • Birmingham, Ala. • Kansas City, Mo. • Minneapolis, Minn.  
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DECEMBER 1959

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# NEW FROM DODGE FOR 1960

*The thriftiest trucks, in the widest tonnage range, Dodge has ever built . . . including totally new cab-forward models with diesel or gasoline engines.*

Name your job. There's a Dodge truck to do it. For Dodge has never had a line-up as great as this new 1960 truck platoon. Spirited panels and pick-ups that deliver up to 200 horsepower. Rugged stakes with up to 19,500 lbs. G.V.W. Husky 4-wheel-drive models with wheelbases from 108" to 174". All these and more make Dodge your smartest choice for efficient, low-cost hauling. And in the heavyweight class, Dodge introduces a completely new line of cab-forward models, trucks engineered to put real muscle into your biggest jobs, trucks whose new Servi-Swing fenders open with a simple latch and allow you to walk right up to the engine! See your Dodge dealer. He'll be pleased to give you the full Dodge truck story for 1960.

DEPEND ON **DODGE**  
TO SAVE YOU MONEY IN **TRUCKS**

A PRODUCT OF CHRYSLER CORPORATION

"JOB-RATED" FROM 4,250 LBS. G.V.W. TO 76,800 LBS. G.C.W.

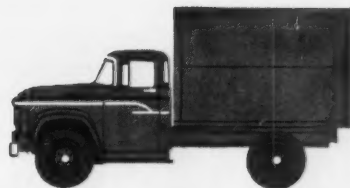




**SWEPTLINE** pick-ups head their class in looks; lead in load space, power, 4-wheel-drive optional.



**FORWARD-CONTROL** chassis put famous Dodge dependability under the body of your choice.



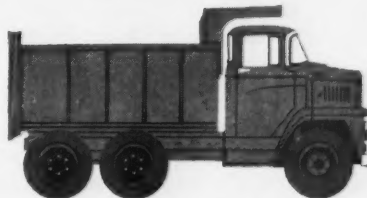
**VAN** and other special bodies are easily accommodated by most 1960 Dodge trucks.



**TRACTOR** models with compact new 89 $\frac{3}{4}$ " BBC pull longer trailers, bigger legal payloads.



**STAKE** bodies from 7 $\frac{1}{2}$ ' to 14' are built by Dodge on models to 19,500 lbs. G.V.W.



**TANDEM** units provide top hauling strength for dump and other extra-rugged operations.



Circle No. 5 on Card, Facing Page 53, for more information

## IT'S A FACT

### Allis-Chalmers Lift Trucks

Save you More...

Make you More

## ...take the case of Jacob Ruppert Brewery, for example

Chief Machinist Charles Deshensky says, "Our fleet of 19 Allis-Chalmers lift trucks ran 10,500 hours before we took the first engine in for overhaul. Actually, we did it out of curiosity. We wanted to know what made a lift truck engine tick for 10,500 hours. We had never seen one go that long before." Results of the experience were:

- Wear on parts throughout — negligible
- Wear on sleeves — .0015" to .002"
- Wear on crankshaft — .001" to .0015"
- Bearings hardly worn; no play in wrist pins

After 11,000 hours, two more engines were overhauled. Total replacements for the three included gaskets, seals, rings (not oversize), valves and guides, and one wrist pin. Engines in the remaining 16 trucks still hadn't had an overhaul at the end of 11,000 hours. Performance like this illustrates the importance of the heavy-duty industrial engine used exclusively in Allis-Chalmers lift trucks.

The experience of the Ruppert Brewery is *factual proof* that Allis-Chalmers trucks can *save* you more because they require much less maintenance — *make* you more because they are on the job producing more of the time. Your Allis-Chalmers dealer will gladly give you other convincing facts about these trucks. Ask him for or send for Case Study No. 19 giving the complete, interesting story on how the Jacob Ruppert Brewery saves money with Allis-Chalmers lift trucks. Allis-Chalmers, Milwaukee 1, Wis.



Twelve Allis-Chalmers 3,000-lb lift trucks work two or three shifts daily, transferring palletized loads to the warehouse for storage or to the loading platform for shipment.



Seven Allis-Chalmers 4,000-lb lift trucks with side shifter and unloader attachments load semi's at the rate of a trailer load every 4 to 4½ minutes.



# ALLIS-CHALMERS

BH-94

Circle No. 3 on Card, Facing Page 53, for more information

Plan  
to stay  
ahead...  
**MODERNIZE!**



# CHUTING THE

# NEWS

## Canada's Traffic Institute Holds First Annual Meeting

The First Annual General Meeting of the Canadian Institute of Traffic and Transportation was held recently in Toronto. J. T. MacKenzie, of Toronto, was elected president.

Other officers are V. M. Stechinsin, Winnipeg, first vice president; J. T. Mitchell, Montreal, second vice president, and I. H. Lute, Toronto, treasurer. Directors elected were: Admissions Committee, L. T. Smith; Education Committee, S. J. McBride; Executive Committee, A. F. Downey; Finance Committee, H. J. Ringrose; Membership Committee, E. C. Lavallee; Publicity Committee, F. Ainsworth; Rules Committee, R. E. Barron, and Auditors, A. A. Landry and H. W. Woods.

—DA—

## EITL Elects President

At the recent Annual Meeting of the Eastern Industrial Traffic League, held in New York, A. F. R. Cook was elected president. The new president is traffic manager of Ludlow Manufacturing and Sales Co., Needham Heights, Mass. Other officers include H. Menaker, of American Home Foods, New York, first vice president; L. L. Pitt, of McCormick and Co., Inc., Baltimore, second vice president; Jack Jolley, Chicopee Manufacturing Corp., New Brunswick, N. J., treasurer; F. M. Ryan, of International Latex Corp., Dover, Del., secretary, and W. W. Weller, Weyerhaeuser Sales Co., Newark, N. J., chairman of the Board.

## Ott Elected President of NIT League; Pinkerton Re-Elected Board Chairman; 30 Named to Board

William H. Ott was elected president of The National Industrial Traffic League at its recent annual meeting. He is the general traffic manager of Kraft Foods, Chicago.

Richard M. Boyd, general traffic manager, Pittsburgh Plate Glass Co., Pittsburgh, Pa., is the new vice president. R. A. Cooke, manager of the

Traffic Department, American Newspaper Publishers Association, will be the treasurer for the coming year. Two officers re-elected were G. J. Pinkerton, of San Francisco, Calif., as chairman of the Board, and E. W. Girton, Chicago, Executive Committee chairman.

The following members were elected to the Board of Directors:

G. W. Albertson, New York; R. L. Andreas, Chicago; Paul J. Bond, Chicago; H. J. Bowman, Racine, Wis.; W. E. Buchelt, West Bend, Wis.; Charles T. Coy, Indianapolis, Ind.; W. A. Cramer, Chicago; J. D. Dawson, Worcester, Mass.; F. L. DeGroat, Milwaukee, Wis.; L. E. Galaspie, Richmond, Va.; E. W. Girton, Chicago; P. M. Gish, Pittsburgh, Pa.; C. P. Greeley, New York; J. W. Harnach, Ithaca, N. Y.; C. C. Hibbard, Indianapolis, Ind.; F. W. Higinbotham, Lubbock, Tex.; L. O. Kimberly, Jr., Atlanta, Ga.; P. S. Labagh, San Francisco; and A. E. Leitherer, Chicago.

Also F. E. Luebke, Cincinnati, Ohio; Robert Maguire, Philadelphia; W. E. Maley, Los Angeles; G. J. Pinkerton, San Francisco, Calif.; H. T. Reed, Milwaukee, Wis.; G. H. Shafer, St. Paul, Minn.; Leland D. Smith, Houston, Texas; Paul Tietgen, Pittsburgh, Pa.; K. P. Tubbs, Dallas, Texas; C. H. Vesceius, New York; and Hugo Waninger, St. Louis, Mo.

(Please Turn Page)

—DA—

*"HMA-200 Standard Specifications for Hand Chain Hoists" is the title of a new booklet published by the Hoist Manufacturers Association. It contains tables and recommended minimum standards on differential, worm-gear and spur-gear types of hand chain hoists; hook or lug suspension and plain or geared trolley. Copies are available free by writing to the Association at 1 Thomas Circle, Washington 5, D. C.*

## Traffic Club Wins Award



Looking over the scrapbook which won first prize among 250 traffic clubs in a nationwide contest for the promotion of Traffic Week are Houston Traffic Club officials Mike Zeigfinger (left), publicity chairman, and Paul W. Lawrence, president

## Chuting the News . . .

(Continued from Preceding Page)

### Delta Nu Alpha Elects Cassell at Annual Meeting; Fraternity Presents Award

John Y. Cassell, of Dallas, Tex., was elected national president of Delta Nu Alpha, transportation fraternity, during its Annual Meeting and Convention in Pittsburgh.

Other officers elected included Maxwell Powell, New York, executive vice president; Ernest N. Hensen, Houston, Tex., first vice president; Bernard H. Ways, of Baltimore, second vice president; R. S. Tissot, New York, secretary; D. R. Danner, Jr., Philadelphia, treasurer; and John D. Hood, Edison, N. J., recorder of records.

The "Transportation Man of 1958 Award" was presented to L. E. Galaspie, president of the Associated Traffic Clubs of America and director of traffic for Reynolds Metals Co. The presentation was made by John W. Scott, vice president—traffic of the Kansas City Southern Railway Co.

A new attendance record of 700 was set at the Pittsburgh meeting. Next year's convention will be held in Roanoke, Va.

—DA—

*Loading of revenue freight for the week ended Oct. 24, 1959, totaled 607,347 cars, the Association of American Railroads announced today. This was a decrease of 67,498 cars below the corresponding week in 1958. It also represents a 4.6 per cent increase above the preceding week.*

### ARI Exposition



Overall view of Convention Hall at Atlantic City shows displays at the recent 11th Exposition of the Air-Conditioning and Refrigeration Institute

*Intercity tonnage hauled by truck in September was 13.7 per cent above that of September 1958. The 1959 figure was 6,307,481 tons and the 1958 total 5,548,307 tons. Tonnage for August of this year was 5,938,777.*

—DA—

### Johnson to Head Conveyor Equipment Mfrs. Assn.

Orlan A. Johnson, president of Gifford-Wood Co., Hudson, N. Y., is the new president of the Conveyor Equipment Manufacturers Association. He was elected at the group's 26th Annual Meeting, held in Point Clear, Ala.

E. H. Woodberry, of the Lamson Corp., is the new vice president; H. A. Barber, of Barber-Greene Co., is treasurer, and G. H. Woodland, of Chain Belt Co., secretary. R. C. Sollenberger was re-elected executive vice president.

—DA—

*Construction began recently on 5101 miles of the National System of Interstate and Defense Highways at an estimated cost of \$3.19 billion.*

—DA—

### Erratum

Page 46 of the November issue of DISTRIBUTION AGE makes incorrect reference to the position held by L. E. Galaspie. He is director of traffic for Reynolds Metals Co., Richmond, Va. Morris Fergash is chairman of the Board and president of United States Freight Co.



### Division of Line Rates To Receive LCNC Study

The Short Haul Carriers Section of the Local Cartage National Conference has created a committee to study connecting line rate division.

The action was taken at the recent Section meeting in Boston. The committee may call upon the ICC for a complete investigation.

Rates as low as 50 per cent of local rates have been suggested. However, it was pointed out that local rates cover only costs plus a reasonable profit. In view of this, it was stated, a 50 per cent rate would be unacceptable.

The committee will be headed by William Blakeley, of Wilson Trucking Corp., Waynesboro, Va.



**U.S. ACTIVITIES IN FOREIGN CLIMES**—Far Left: Concrete span is planned for oil-rich Lake Maracaibo in Venezuela. Four nations will join to build the bridge which will stretch six miles. Key tool will be lake-walking machine just completed by R. G. LeTourneau, Inc., to lead the bridge across water. Above Left: Aluminum Trailmobile trailer is taken aboard U.S. Line vessel for shipment to Rotterdam, then to Frankfurt, and International Automobile Show. Above Right: Rubber-coated nylon "whale" is used to transport diesel fuel on the Coroico and Kaka Rivers in Bolivia. A South American mining company uses Firestone "whales" to reduce its fuel transportation costs by 80 per cent

### Shipper-Motor Carrier Groups Form National Association

A new national association has been formed to represent shippers and motor carriers. It is the National Association of Shipper-Motor Carrier Conferences.

Named temporary president of the new group is Arthur W. Todd, of Lincoln Electric Co., Cleveland. The work of the individual conferences will continue, Todd said, but now there will be a national group able to act upon major problems.

Paul E. Gans, general traffic manager, Deere & Co., Moline, Ill., presided at the meeting until the election of Todd. A. Ewing Greene, Jr., president of Johnson Freight Lines, Inc., Nashville, Tenn., is the vice president.

—DA—

### Propeller Club Hears Report On Red Tape in Shipping

A new drive to cut red tape was described at the 33rd Annual Convention of the Propeller Club of the United States recently.

Holmes R. Benson, of American President Lines, San Francisco, described this program to the delegates at the Detroit meeting. He said that red tape should be eliminated wherever possible. That which remains should be simplified, consolidated, and standardized.

### Boyd Takes CAB Position

Alan S. Boyd took the oath of office as a member of the Civil Aeronautics Board recently in Washington. It was administered by Associate Justice Tom C. Clark, of the U. S. Supreme Court. Boyd replaces Louis J. Hector who resigned after serving since 1957.

—DA—

*The 1959 edition of the New York Port Handbook, consisting of 160 pages of shipper information, is off press. Copies are available at \$2.50 each from the Port Handbook Co., 225 Lafayette St., New York 12, New York.*

—DA—

### SPHE Board Decides Not To Hold Show During 1960

The National Board of Directors of the Society of Packaging and Handling Engineers has voted not to hold a National Show or a Short Course in 1960.

The action was taken at a recent meeting in Chicago. In explaining this move, SPHE officials said that there are already a great number of shows planned and the likelihood of a conflict in dates was great.

The National Competition may be held in conjunction with one of the regional or national shows sponsored by another group.

### Air Traffic Conference Backs Testing Program

Meeting recently in Washington, the Cargo Forms and Procedures Committee of the Air Traffic Conference, Air Transport Association of America, endorsed the work of the National Safe Transit Committee.

The intransit damage prevention activities of the NSTC were reviewed and given unanimous approval. NSTC's program consists of pre-shipment testing of assembly-line or repetitive products when packaged for shipment. It calls for carrier cooperation through identification of the packaged product with a safe transit label.

This program was outlined by Ray Brady, of United Airlines, chairman of the Packaging and Materials Handling Sub-Committee, and John Hillgoth, assistant to the director, cargo traffic, Air Traffic Conference.

—DA—


### Best Finishes Third at MHI

At the Management Groups Committee Meeting of the Material Handling Institute, Inc., held recently, it was announced that of the four papers presented for judging, one was disqualified, one was awarded third prize, and two received honorable mention.

(Please Turn to Page 30)



# L-S<sup>®</sup> CUSTOM— for MAXIMUM

- 
- A. All-Electric Heavy-Duty SiDrive  
Model C SpaceMaster<sup>®</sup>. Standard  
Load Capacities to 4000 lbs. and Fork  
Elevations to 147".



# BUILT ELEVATING ASSEMBLIES

## RIGIDITY and HIGHER LIFTS

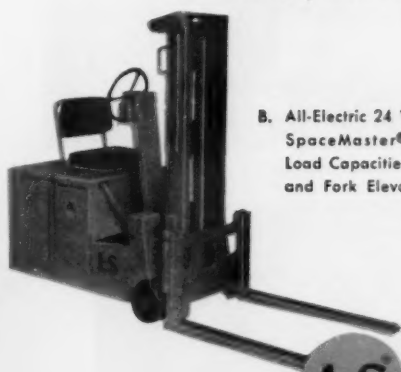
To lift heavy loads higher and faster without twist or sway, Lewis-Shepard lift trucks have specially designed elevating assemblies. These "unitized" assemblies are manufactured with components custom-built to L-S specifications.

The rugged "I-Beam" mast shown here, for example, is especially rolled from high-tensile steel to provide brute strength and rigidity. Custom rolling of these "I-Beams" with tapered flanges permits mounting of the mast guide rollers at a slight angle to withstand heavy operational loads.

The mast guide rollers, also illustrated here, are custom-made to L-S specifications—the roller, the heavy duty bearing and mounting shaft are "unitized" into a single assembly. The same "unitized" construction is also used for all hoist chain idlers. Lubricated-for-life, these elevating assembly rollers add years of useful life to all L-S trucks.

All hoist chains are heat-treated for extremely high tensile strength and long life... and Lewis-Shepard's exclusive high pressure hydraulic system allows more compact design, better operator visibility and faster lifting speeds in these custom-built elevating assemblies.

For maximum rigidity and higher lifts, always specify lift trucks by Lewis-Shepard. Their custom-built elevating assemblies minimize twist and sway... give you many cost saving advantages, reduced maintenance and longer truck life.



B. All-Electric 24 Volt Model H SpaceMaster®. Standard Load Capacities to 2500 Lbs. and Fork Elevation to 132".



## LEWIS-SHEPARD®

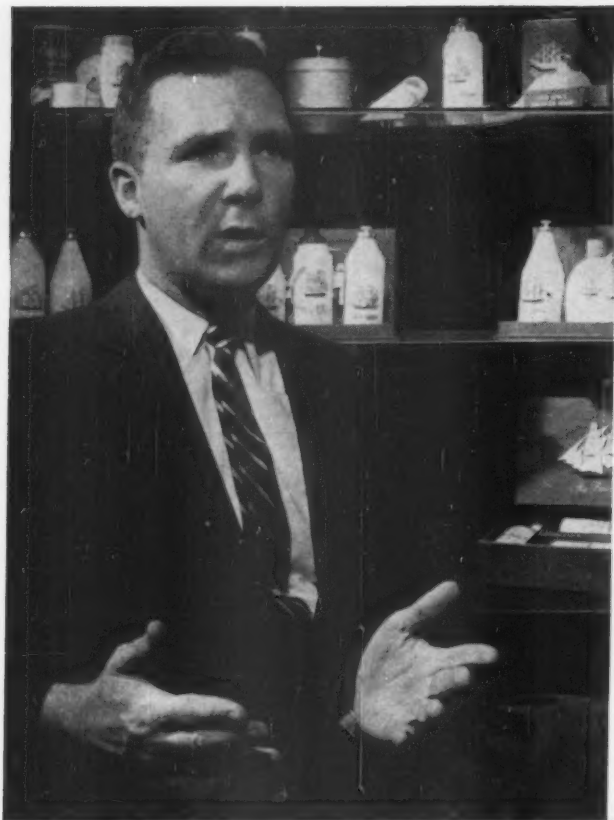
The MASTER® Line — The COMPLETE Line of Materials Handling Equipment

LEWIS-SHEPARD PRODUCTS, INC., 1612 Walnut Street, Watertown, Mass.

- ☐ Please send me information on Lewis-Shepard Truck: a. ☐ b. ☐
- ☐ Please send me your New EQUIPMENT SELECTOR and Condensed Catalog 80-204 showing the COMPLETE line of LEWIS-SHEPARD products.
- ☐ Please have an L-S Representative call.

Name.....Title.....  
 Company.....  
 Address.....  
 City.....Zone.....State.....

Circle No. 4 on Card, Facing Page 53, for more information



## **"Flexi-Van gives us the most dependable service at the right price"**

*says Graham Arlitz, Traffic Supervisor,  
Shulton, Inc., Clifton, New Jersey*

"Flexi-Van gave us the reason to turn to rail transportation. We find it invaluable for shipments to our Chicago warehouse. Flexi-Vans move throughout the week and arrive consistently on the second morning."



View of OLD SPICE inspection line at the Shulton plant points up their interest in the maintenance of fine quality.



Flexi-Van at loading platform of Shulton plant in Clifton, N. J.



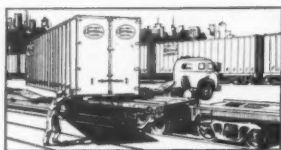
Careful supervision of all shipments is made on the loading platform at the point of departure and point of delivery to insure its arrival on schedule and in perfect condition.

## **New York Central Railroad**

Write: R. L. Milbourne, Director of Flexi-Van Sales and Service,  
N. Y. Central, 466 Lexington Avenue, New York 17, N. Y.



Your freight is loaded, locked in under your supervision.



Van boards freight train at track-side. Transfer time, 4 minutes.



Shipment rides low, well cushioned aboard high-speed cars.



Beats trucks on long hauls. Two pick-ups or three deliveries.

# On the Line—



## G. Lloyd Wilson

The other day, the name of Dr. G. Lloyd Wilson was mentioned as a man who made lasting contributions for the advancement of traffic and transportation. Mentioned too, was the suitability of establishing a chair in transportation in his honor where he taught, at the University of Pennsylvania.

We take this opportunity to ask you who benefited from his personal contact as educator, as well as those who knew him through the many articles and books he wrote, what do you think of the idea?

## No More "As Before"

Last week, we dropped in to see a GTM who moved up the ladder from the plant's shipping room. He has one of the greatest assets a man can have—a healthy curiosity for facts. He usually makes our visit worthwhile.

We couldn't help notice a pile of brown papers on his desk. Being somewhat curious ourselves, we expressed interest.

"This is the result of a purchase order I didn't sign," he said "The order was worded, '100 rolls, Kraft wrapping paper, as before.'"

"I suddenly recalled that, when I worked in the shipping room, my boss told me to word supply orders that way. I got curious. I wondered if the paper we were using was the same as in the past. If so, were there any others today that could be better for our needs.

"I phoned the paper house and asked the salesman to see me. He came. In a half hour I learned more about paper than I had all my life.

"For example, in my wrapping days, there was no such thing as waterproof paper. I had learned of it since, but I didn't know that there were so many types." He picked up a sheaf to show us.

"I also found that papers can be made fire-proof, acid resistant, fungiproof, alkali resistant, and so on. I intend trying some of these for our export shipments.

"I learned the meaning of the word 'kraft' as applied to paper. And while I knew there

were different weights and tear strengths, I didn't know there was such a thing as scuff resistance. I also didn't know that for one of our uses I should be concerned with bursting strength. Nor did I know that sulphur content can harm some of our polished metal surfaces.

"Perhaps the most immediately useful facts I picked up was after the salesman and I walked down to the shipping room. After watching the men work, he suggested that we use sheets instead of rolled paper.

"We've been on sheets for three weeks now. We like it because it saves unrolling and tearing time, and increases per-man wrapping output. Also, it reduces waste caused by tearing off excess or too short lengths.

"The men like it because it eliminates the tiresome tearing operation.

"The salesman also gave me a good idea about printing our unwrapping caution notice right on the sheet. Now we paste stickers on each package. Savings on that labor will more than pay the printing bill. In addition, we'll get our name and advertising slogan on each package."

Our friend said many more things. We mentioned a few just in case you haven't looked into your shipping room operation lately. Incidentally, if you would like to know what wrapping papers are used by a paper manufacturer—with all kinds of technical know-how—see Page 40.

## Security for Mr. Hoffa

Now that the U. S. Court approved a review of the financial affairs of Mr. Hoffa's Local 299, we may learn how many of the old charges denied will prove true.

You will recall that one of the ventures was a retirement haven in Florida for the local's over-age members. This turned out to be quite a real estate development fiasco for the local but nice income for the union boys handling it.

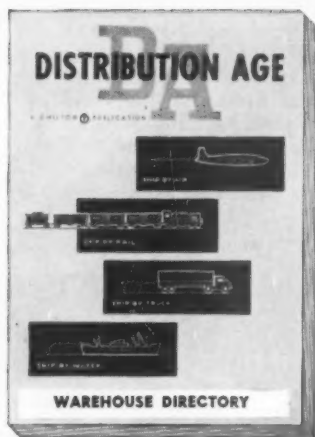
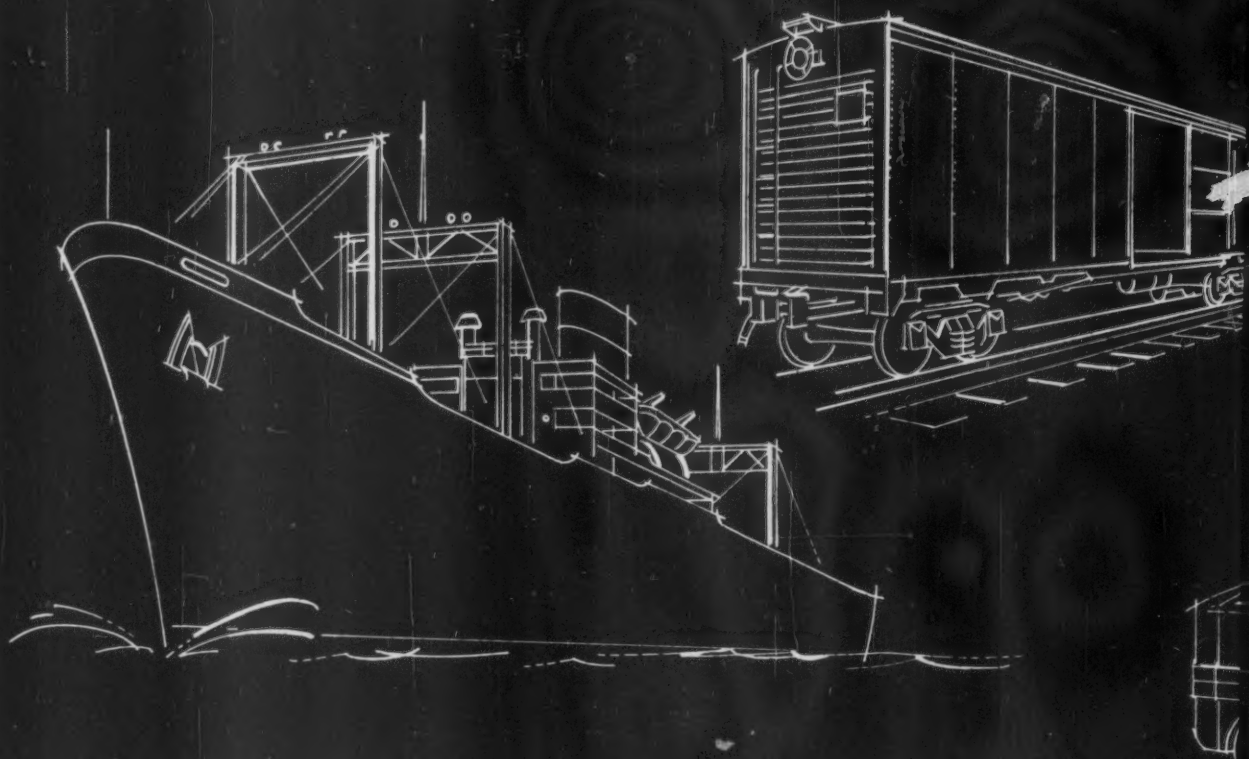
But even if Mr. Hoffa gets ousted, he still can thumb his nose at everybody. Last October, he worked out a pension plan that guarantees him a yearly income of around \$20,000 for life—probably even if he goes to jail.

*A. V. Greene*

EDITOR

# DISTRIBUTION AGE

designed to sell



FORMS CLOSE JAN. 5TH, 1960

The 1960 WAREHOUSE DIRECTORY will contain along with the approximate 3,000 listings of public warehouses (merchandise refrigerated and household goods) operation, reference and statistical information compiled for use by the 27,000 readers of DISTRIBUTION AGE responsible for the buying in all fields of physical distribution.

There is no other publication that covers the entire physical distribution field for such little cost.

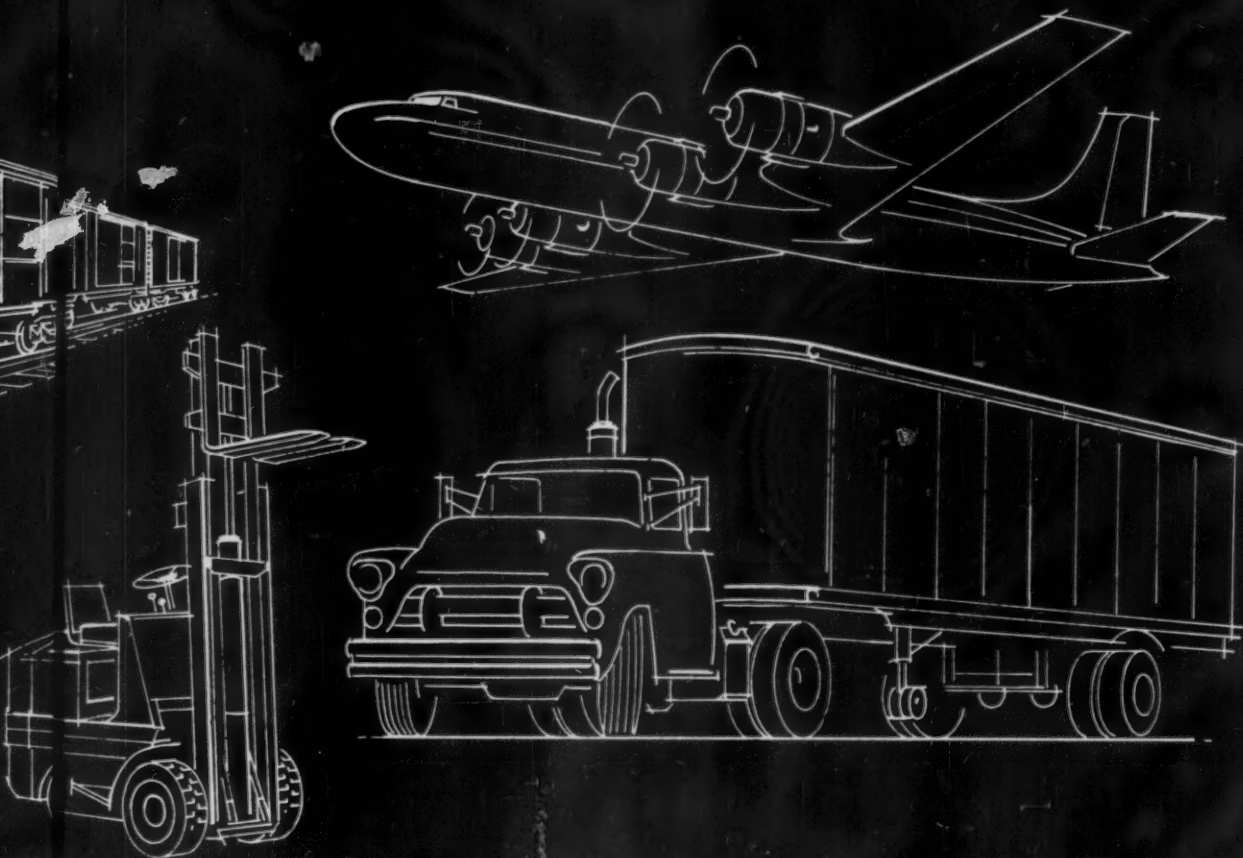


Distribution Age is published by Chilton, one of the most diversified publishers of trade and industrial magazines in the country—a company with the experience and resources to make each of 17 publications outstanding in its field.

In keeping with Chilton policy, the staff of Distribution Age devotes full time to the publication, with the dual aim of continuing its editorial excellence and maintaining its high-quality circulation. The result is a magazine *designed to sell* the physical distribution field.



the physical distribution field



# hilton

## COMPANY

*Chestnut and 56th Streets • Philadelphia 39, Pennsylvania*

**PUBLISHER OF:** Department Store Economist • The Iron Age • The Spectator • Automotive Industries • Gas Hardware Age • Boot and Shoe Recorder • Butane-Propane News • Electronic Industries • Aircraft and Missiles Jewelers' Circular-Keystone • Optical Journal & Review of Optometry • Distribution Age • Hardware World Motor Age • Commercial Car Journal • Product Design & Development • Business, Technical and Educational Books

DECEMBER 1959

15

# Good News For *Shippers!*

## FEDERAL BARGE ACQUIRES GULF CANAL LINE

Federal Barge Lines has acquired control of Gulf Canal Line, a common carrier barge line with headquarters in Houston.

Gulf Canal operates on the Intra-coastal Canal from Brownsville, Texas to Fort Myers, Fla. The combined FBL and Gulf Canal operations will extend over 5300 miles of waterways covering St. Louis and Chicago, Minneapolis, Sioux City, New Orleans, Houston, Mobile, Port Birmingham, Pensacola, Tampa, Fort Myers and intermediate points.



**two great  
lines combine  
to give you better service!**

The acquisition of Gulf Canal Line is another step in Federal's continuing program of progress that means better service for you, the shipper. If you aren't enjoying the benefits of lower-cost barge transportation, book your next shipment via FBL or Gulf Canal Line. Call . . .



## FEDERAL BARGE LINES, Inc.

611 E. MARCEAU ST. • ST. LOUIS 11, MO. • VERNON 2-4000  
Subsidiary: Gulf Canal Line, 6901 Avenue V, Houston, Texas, WAlnut 3-9451

# Yakkety Yak

By Ye Editor



**ACTION**—To enforce the new labor union law, the U. S. Department of Labor set up a staff of 560 employees. . . . Half will work out of field offices in all states. The other half will work at headquarters.

**BOOKS**—A man's business library not only is his everpresent authority for rules, principles and procedures, it is his stepping stone into the future. . . . We've received several good books recently. Until our staff reviewer gets a chance to describe their contents in the "Books" section of our Distribution Aids Department, here are a few titles.

. . . *Traffic Management*—by Charles A. Taff, Ph.D. An excellent basic text, just enlarged and brought up to date. Included, for example, are sections on electronic data processing, research methods, integrating traffic with production and marketing, piggy-back, containerization, and so on.

. . . *Line Haul*—by Samuel W. Taylor. A very fascinating chronicle of the trucking business that reads like a novel. It covers the origin, trials, operation and growth of one of America's great motor carriers—P-I-E, the Pacific InterMountain Express.

. . . *Forecasting the price level, Income Distribution and Economic Growth*—by Sidney Weintraub, Ph.D. Advanced economics. Just when most needed, a famous economist has uncovered two basic laws in our economy similar to, and as exact as, major laws of the physical sciences. It shows, for the first time, how wage phenomena, monopoly practices, and productivity improvements affect the price level and govern economic growth.

**PROGRESS**—Maurice H. Stans, director of the Bureau of the Budget, called upon all government agencies to wind up evaluation of all of their commercial services that can be obtained through private industry.

. . . Exceptions must meet these tests: National security classifications, higher private costs, unfeasibility (product or service is part of agency's functions), commercial unavailability, and impractical to contract for commercially.

We are deeply gratified that our Christmas Observation Program so clearly reflects the attitudes of the men and women of the transportation community. For we, like you, are firm in our conviction that the true interpretation of the spirit of Christmas can be made only in terms of human values.

season's greetings from the men and women of **SPECTOR**

G E





# YOUR ELECTRIC TRUCK BATTERY

Exide Industrial Division, The Electric Storage Battery Company, Philadelphia 20, Pa.



Exide-Ironclad-powered electric industrial truck loads pallets of Listerine into highway van at Lambert-Hudnut Mfg. Labs, Lititz, Pa.

## HOW TO BUY ELECTRICS WHEN MONEY'S TIGHT... LEASE BATTERIES AND CHARGERS FROM EXIDE

When Lambert-Hudnut Mfg. Labs built its new plant in Lititz, Pa., it wanted industrial trucks with battery power... for economy, cleanliness and freedom from fumes. But money was needed for other capital equipment too. How could Lambert-Hudnut stretch its dollars?

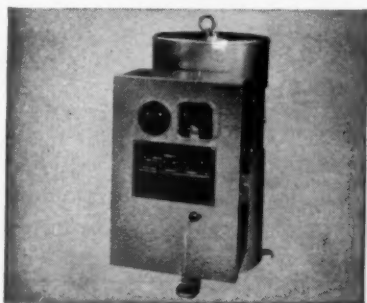
Exide's lease plan provided the answer. For an initial 6-truck fleet, Exide supplied complete battery and charging equipment on a lease basis. No capital investment was required. Since then the company has added three more trucks... again leasing batteries from Exide.

You too can use this plan to reduce the capital outlay on electric industrial trucks. Choose from two leasing plans: uniform monthly payments where payments are equal for the period of the lease; or accelerated monthly payments where higher payments over the first few years mean reduced payments later. You can also negotiate a purchase option with either plan.

**For more details on leasing or buying Exide-Ironclad batteries and chargers, write for Bulletins #5671 and #6230**



Today's best value in an industrial battery. 50 years ago, Exide patented the Exide-Ironclad tubular positive plate battery. Today it is still unmatched for power life and economy. Latest improvements boosted power 25% to 44% in the same size... with even longer life potential.



### EXIDE CHARGERS PROTECT BATTERY LIFE

The new vertical Exide chargers are specially designed for industrial truck use. Available in a full range of ratings to meet the requirements of all trucks. Taper charge and automatic shutoff protect battery from overcharging... insure longest possible life. Vertical design saves two-thirds in floor space required. Down draft cooling keeps dirt accumulation to a minimum. Easy to maintain.

Regular Exide service covers both batteries and chargers. Write for new brochure #6259 giving complete information.

# Exide®

Circle No. 6 on Card, Facing Page 53, for more information

FOR EVERY JOB REQUIREMENT

# MAGLINER 4-WHEEL TRUCKS

• Magnesium • Aluminum

Lightweight!

Maneuverable!

Ruggedly Built!



**WHICH OF THESE MAGLINER TRUCKS WILL SAVE YOU MONEY?** *Lightweight Magliners for heavyweight jobs—that's the trend!* Plants . . . warehouses . . . stores . . . delivery work—whatever the application . . . costs go down with Magliners on the job! Check into the money-saving advantages of Magliner 4-Wheel Trucks for your operation . . . get a Magline quotation before you buy.

Write for illustrated bulletin on any of above models



MAGLINE INC. • P. O. Box 3212 • Pinconning, Mich.  
Canadian Factory: Magline of Canada, Ltd.,  
Rexford, Ontario

Circle No. 7 on Card, Facing Page 53

## Men in the News

### Traffic

Harold A. Carr—named general traffic manager on the corporate staff of Raytheon Co., Waltham, Mass.

G. Warren Flynn—appointed traffic manager for CBS Electronics, Danvers, Mass.

Walter N. Saby—named director of transportation, Stauffer Chemical Co., in New York.



Edward L. Mark—traffic manager, the Budd Co., elected president of the Commercial Traffic Managers of Philadelphia.

Dean W. Miltimore—new supervisor of traffic for the Columbus, Ohio, plant of Westinghouse Electric Corp.



John P. Uebelhoefer—new manager of the Order and Distribution Department at International Harvester Co., Chicago.

Edmund A. Senghas—promoted to general traffic manager Arthur G. Olsen—assistant general traffic manager; Gerald T. Robson—staff assistant; Thomas L. Steele—manager-Rate Division; and Thomas D. Rose—assistant manager-Rate Division, National Biscuit Co.

D. N. Reed—appointed traffic manager for The Quaker Oats Co., Marion, Ohio.

T. C. Maurer—will add to duties as assistant general traffic manager of water transportation responsibilities for rail transport at Owens-Illinois Glass Co., Toledo, Ohio.

### Transportation—Highway

Richard C. Allais—named to new position of executive vice president, Ryder System, Inc. He will continue as president of Ryder Truck Lines, Inc.

H. L. Johnson—promoted to vice president-operations of East Texas Motor Freight, of Dallas, Texas.

### —Water

Lamar Kennedy—elected president of Pan-Atlantic Steamship Corp. M. P. McLean—retains Board chairmanship after resigning presidency.

Stay Ahead—Always Ship...RINGSBY ROCKET



### WE SEE YOU...

When your freight is anywhere on the 9000-mile Ringsby System, we actually see you! Your shipment is tracked constantly—day and night. Routing information from 13 major terminals is transmitted instantly, accurately to Denver headquarters over a new high-speed voice communications network. It is placed immediately upon a giant visual central-control dispatch board—each of Ringsby's rolling units has its own tag and number for quick, positive identification. Ship RINGSBY ROCKET... the fastest, visually-controlled distance between two docks.



**RINGSBY**  
TRUCK LINES, INC.  
GENERAL OFFICES DENVER, COLO.

LINE OF THE ROCKETS

### MAJOR TERMINALS

Chicago	Midwest 5-7390
St. Louis	Central 1-2731
Kansas City	Winchold 3-1250
Cheyenne	2-9331
Denver	Wilder 4-1481
Salt Lake City	Alcone 2-4726
San Francisco	Edwards 2-1555
Oakland	Alameda 4-1274
Los Angeles	Alhambra 2-3193

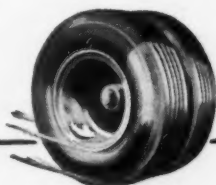


## HOW MANY HANDS?

How many hands it takes to move a piece of freight for you depends on how you ship it. Freight shipped by truck requires the least handling. It's loaded at point of origin, unloaded at destination—and that's usually all there is to it. . . . This, plus the fact that trucks just naturally provide the smoothest sort of ride for cargoes, means that freight claims stay down wherever truck transport's on the job. . . . The motor carriers in your area will be glad to outline to you the many advantages of shipping by truck.

## AMERICAN TRUCKING INDUSTRY

American Trucking Associations, Inc., Washington 6, D. C.



THE WHEELS THAT GO EVERYWHERE





# WASHINGTON

# DA

By Ray M. Stroupe, *Chilton Washington News Bureau*

**LOWER CHARGES STUDIED**—Lower rail rates on transcontinental shipments of canned or preserved food are under ICC investigation. Division 2 of the ICC, acting in Docket 33234, decided not to suspend the new rates on shipments from the Pacific Coast to eastern points. Under study, however, is a charge of \$1.74 per 100 lb. on shipments of at least 75,000 lb. Water carriers had held that the reduction might bring on a rate war.

**BOARD ORDERS INQUIRY**—An inquiry into a Far East Conference-Pacific Westbound Conference shipping line agreement has been ordered. Protests from shippers and others prompted the Federal Maritime Board to direct the investigation. The agreement may have preserved unnatural movement of cargo, the complaints alleged. Also, it was asserted, the agreement has made it difficult for shippers to arrange for rate adjustments.

**TRUCKING CURBS UPHELD**—Continued curbs on truck operations by railroads are argued for by an American Trucking Associations' spokesman and Board Chairman J. Robert Cooper. He maintains that the national interest demands controls over rail-owned truck lines and states that trucks moved 37.9 per cent, and railroads 28.2 per cent, of intercity freight in 1958. This situation prompts the railroads to aim for expanded motor carrier business, he indicates.

**BARGE TERMINALS GOING UP**—Barge freight operations may reach a new peak in 1960, backed by scores of brand-new terminal plants. In the first nine months of 1959, 117 barge docks and other terminal structures were put in place. Construction was at the highest rate for the first three quarters of any year since the American Waterways Operators began surveying terminal facilities. In comparable months of 1958, 92 barge docks were built or planned.

**STORAGE DATA GATHERED**—Now being tabulated are results of a U. S. Agriculture Dept. study of commercial grain storage costs. The agency intends to use the data it produces when the uniform grain storage agreement is renegotiated early in 1960. Storage costs worry the department. Its bill for Commodity Credit Corp. grain in commercial storage is more than \$1 million a day. The amount of grain thus stored is in excess of 2.1 billion bushels.

**CONTRACT TRAFFIC TO GROW**—Contract motor carriers may expand their share of total traffic, ICC Chairman Tuggle has suggested. The demands of shippers for specialized services may lead to a bigger volume of business for the contract operators, he said. He cited the considerable increase in the number of Class I contract carriers in the past few years. They have about doubled their revenues since 1950, Mr. Tuggle affirmed.

**CITRUS COOLING TIME REPORTED**—Cooling rates for packed citrus fruit shipped by rail are described in a new Agriculture Dept. report. It is "Shipping Florida Citrus Fruit in Wire-bound Crates and Cartons—A Comparison of Commercial Practices." Rates of cooling were found about the same in both container types. The Marketing Information Div., Agricultural Marketing Service, U. S. Dept. of Agriculture, Washington 25, D. C., will supply the report.

**COMPETITION IS REVIEWED**—Government action to cut down competition with private business moves at a leisurely rate. The Defense Dept., in the current half-year, is restudying 164 operations of business type to find if they should be eliminated. It is uncertain how many will be dropped. From 1952 to 1958, the Pentagon was prodded into reviewing some 1700 such activities. Nearly 600 of these were selected for dropping or curtailment.

**ICC SEES RUSSIAN FAILINGS**—Russia would need 100 years to equal U. S. transportation progress of the past 25 years. This is the judgment of ICC Chairman Tuggle. There is no other country, he holds, which offers manufacturers and distributors a more complete, efficient transport service than the U. S. He says government regulation here has fostered transportation geared to user needs, rather than smothering competitive growth.

**ALASKA RIGHTS DECIDED**—Carriers operating between U. S. points are not necessarily authorized to extend service to Alaska. This is the ICC's position: Motor carrier certificates and freight forwarder permits issued before Jan. 3, 1959, authorizing service to U. S. points, do not give permission to serve Alaska. The ICC will review certificates dated after Jan. 3, to find if language is needed to make clear whether Alaskan service is authorized.



# Paper Work

a transportation job

Great Northern knows  
reams and reams about

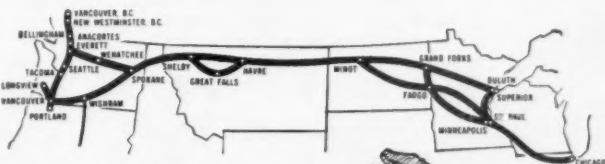
From the vast forests of Washington, Oregon and British Columbia come billions of pounds of paper so essential in this age of rapid communication.

Great Northern provides economical transportation of logs from which are made many of the products used in our every day living—building materials, shingles, pulp and paper.

Paper and related forest products are mighty important to Great Northern. Over the years we've developed special knacks of meeting paper manufacturers' shipping needs. We are equally skilled at transporting other basic commodities—iron ore for the hungry steel mills, wheat for the nation's millers and bakers, apples to grace the nation's tables.

Our diversified commerce is, indeed, one of our great strengths, a strength we derive from the rich and varied resources of the region we serve.

Which of our many shipping skills interests you? Let us tackle the problem.



Offices in principal cities of U.S. and Canada



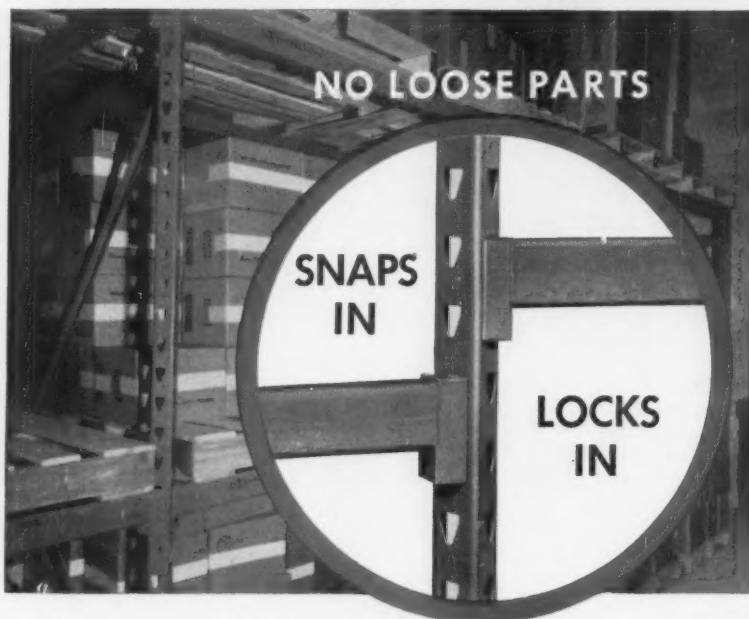
**Write:**  
G. D. Johnson,  
General Freight  
Traffic Manager,  
Great Northern  
Railway,  
St. Paul 1,  
Minnesota.



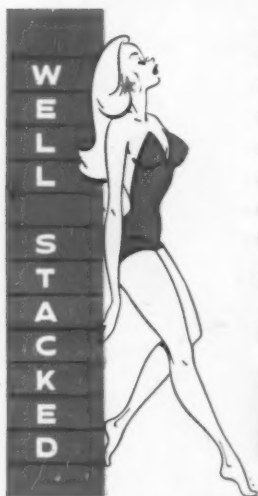
# FAST!

## EMI *air-row head*

### FULLY ADJUSTABLE PALLET RACKS



- ★ EASY TO ERECT
- ★ ONLY 2 BASIC PARTS
- ★ SIMPLE TO ADJUST
- ★ QUICK TO RELOCATE



EMI AIR-ROW Head Racks easily adjust to stack pallets, skids, dies and bulk of varying heights. Upright frames are tied together with sturdy steel support beams which quickly snap into AIR-ROW slots in the vertical post. Forge lock fittings on the ends of the support beams insure positive self-locking engagement with no sway or pop-out.

WRITE FOR OUR COMPLETE CATALOG!

You can stack or ship **ANYTHING** in any industry on EMI racks

## EQUIPMENT MFG. INC.

21542 HOOVER ROAD • DETROIT 5, MICHIGAN

Circle No. 8 on Card, Facing Page 53, for more information

## Coming Events

- Dec. 15—The Material Handling Institute, Inc., Annual Meeting, Savoy-Hilton Hotel, New York City.
- Dec. 15—Assn. of Lift Truck & Portable Elevator Mfrs., Annual Meeting, Savoy-Hilton Hotel, New York City.
- Dec. 16—Industrial Truck Assn., Annual Meeting, Savoy-Hilton Hotel, New York City.
- Dec. 16—Air Transport Assn. of America, Membership Meeting, Statler Hotel, Washington, D. C.

1960

- Jan. 11-13—National Retail Merchants Assn., Traffic Groups — Transportation Committee, Board of Directors, Receiving & Marketing Committee, Hotel Statler, New York City.
- Jan. 11-15—Highway Research Boards, National Academy of Science, Annual Meeting, Sheraton-Park Hotel, Washington, D. C.
- Jan. 12—Military Packaging Seminar for Industrial Management, sponsored by the Office of Naval Material, Bridgeport, Conn. Other similar seminars: Jan. 13, Hartford, Conn., and Jan. 26, Atlanta, Ga.
- Jan. 24-27—Truck Trailer Mfrs. Assn., Annual Meeting, del Coronado Hotel, Coronado, Calif.
- Jan. 25-28—Eleventh Plant Maintenance & Engineering Conference Show, Convention Hall, Philadelphia.
- Jan. 26-27—Transportation Assn. of America, Annual Meeting, Hotel Roosevelt, New York City.
- Jan. 28-29—Private Truck Council of America, Inc., Annual Meeting, Hotel Roosevelt, New York City.
- Feb. 1-4—The American Society of Heating, Refrigeration and Air-Conditioning Engineers, Annual National Conference, Baker Hotel, Dallas, Tex.
- Feb. 7-9—National Wooden Pallet Mfrs. Assn., Semi-Annual Meeting, Hollywood Beach Hotel, Hollywood, Fla.
- Feb. 8-10—Fifth Joint Military-Industry Packaging & Materials Handling Symposium, Sheraton Park Hotel, Washington, D. C.
- Feb. 8-12—Regular Common Carrier Conference, ATA, Winter Meeting, Americana Hotel, Miami Beach, Fla.
- Feb. 18-20—National Wooden Box Assn., Annual Meeting, Boca Raton Hotel, Boca Raton, Fla.
- Feb. 29-March 3—Common Carrier Conference-Irregular Route, Annual Meeting, Shoreham Hotel, Washington, D. C.

### Shippers Advisory Boards

- Dec. 10-11—Southeast, Miami Beach, Fla.

1960

- Jan. 13-14—Atlantic States, Washington, D. C.
- Jan. 26-28—Southwest, Beaumont, Tex.
- Jan. 27-28—Pacific Coast, Los Angeles, Calif.
- Mar. 3-4—Pacific Northwest, Portland, Ore.
- Mar. 9-10—New England, Springfield, Mass.
- Mar. 22-23—Great Lakes, Cleveland, Ohio

DISTRIBUTION AGE



**24 HOUR SERVICE...7 DAYS A WEEK...HOLIDAYS TOO!**

**IT'S THERE  
IN HOURS  
...AND  
COSTS  
YOU LESS!**

**SHIP BY  
GREYHOUND®  
PACKAGE EXPRESS**



Your packages go anywhere Greyhound goes...and Greyhound goes over a million miles a day! That means faster, more direct service to more areas, including many, many places not reached by other forms of public transportation.

What's more, Greyhound Package Express offers this service seven days a week...twenty-four hours a day...with

no delays by week-ends and holidays! Packages get the same care and consideration as Greyhound passengers...riding on dependable Greyhound buses on their regular runs. And you can send C.O.D., Collect, Prepaid—or open a Charge Account.

Call your nearest Greyhound bus station or write to Greyhound, Dept. E12, 140 So. Dearborn St., Chicago 3, Ill.

**MAIL COUPON TODAY!**

The Greyhound Corporation, Dept. E12  
140 So. Dearborn St., Chicago 3, Illinois

Please send me complete information on how Greyhound Package Express can help solve my shipping problems.


Name

Title

Firm Name

Address

Telephone No.



## "I am a Burlington Man"

I'm a Burlington Industrial Agent—one of a group whose job is helping industries find suitable plant locations along our railroad, in the fourteen states that we call "Burlington-Land."

When your company outlines its needs to us, we go to work for you, developing useful information on industrial sites, utilities, natural resources, markets, labor, transportation and other factors.

The services we perform are useful to industry, to the localities we serve, and to the Burlington. They're part of an over-all pattern of helpful neighborliness which makes each of us proud to say...

*"I am a Burlington Man"*

**Burlington  
Route**

Chicago, Burlington & Quincy Railroad  
Colorado and Southern Railway  
Fort Worth and Denver Railway

**BURLINGTON LINES** • *Everywhere West*



**B.F. Goodrich**

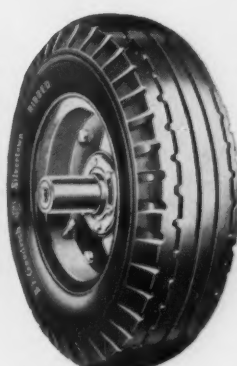
**offers you a full line of industrial tires plus FREE cost-cutting services**



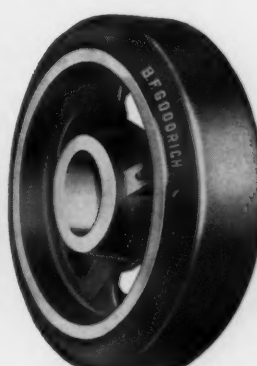
**All-Purpose  
Pneumatic**



**Wheelbarrow  
Express Pneumatic**



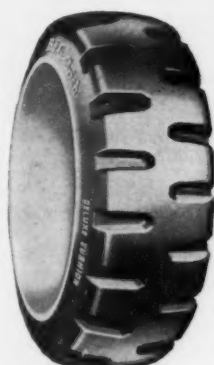
**New Boat Trailer  
Pneumatic**



**Vulcanized-On  
Wheel Assembly**



**Zero Pressure Tires  
and Wheels**



**Pressed-On Deluxe  
Cushion Wide Lug**



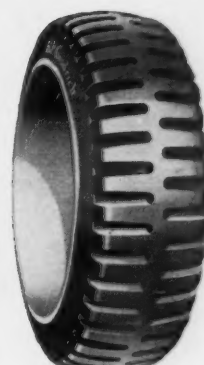
**Deluxe Cushion  
Smooth Tread**



**Pressed-On  
Smooth Tread**



**Pressed-On  
Grooved Tread**



**Pressed-On  
Traction Tread**

**O**ILY floors, abrasive materials on hauling surfaces, fragile loads—no matter what your materials handling problem, there's a B.F. Goodrich industrial tire to solve it. New in the full line of B.F. Goodrich tire types, sizes, tread compounds and tread designs are

**"Wired" industrial pneumatic tires for puncture protection**

Under the tread is a specially-designed B.F. Goodrich shield of steel wire to guard against blowouts and punctures. Soon to be added to the line are solid tires made with a new polyurethane compound we call Novitane. You'll call it "money-saver" because

tests show that in severe service Novitane tires can't be beat.

B.F. Goodrich offers you a free, no-obligation service to help you choose the right industrial tires. The Tire and Wheel Analysis man will study your materials handling operations, then recommend the tires that will save you money. His advice can save you up to 50% on tire costs, up to 20% on maintenance costs.

Why not have a TW Analysis made in your plant? Just mail the coupon today. A B.F. Goodrich consulting service is available to manufacturers of materials handling equipment.

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Please send me additional information on your Tire and Wheel Analysis Plan.

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City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

# **B.F. Goodrich industrial tires**

Circle No. 9 on Card, Facing Page 53, for more information

DECEMBER 1959

27

## A REAL BEAUTY SHAPING UP IN PORTLAND HARBOR

...a beauty that will revolutionize the movement of bulk cargoes on the entire Pacific Coast. It's Portland Public Docks' modern new bulk unloading tower and pier now under construction. This facility will be the only one of its kind on the Pacific Coast. Coupled with the Dock Commission's bulk loading equipment it will offer bulk shippers the utmost in economy, efficiency and quick vessel turn-around time.

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## LETTERS TO THE EDITOR

### Classification Responsibility

To The Editor:

I have been following with great interest Mr. Kramer's articles on ocean shipping and hope that he will get around to answering a question that I have. If we dispatch our export shipments through a forwarder, does he take full responsibility, under the law, for seeing that the proper tariff classification is used on the bill of lading?

Charles Gossee

Cocoa Beach, Fla.

*You are still responsible even though you employ a foreign freight forwarder. However, the degree of responsibility has not been determined. The Federal Maritime Board ruled recently that a shipper must inform himself of the proper classification. This ruling was against the shipper while the case against the forwarder is still pending. The board said that even though the forwarding company followed written instructions from the shipper it must take reasonable steps to inform him of the nature of the cargo or of any violation of the law with respect thereto.*  
—The Editor.

### Reprints of Speech

To The Editor:

Having just returned from the AMA "Distribution Management" conference in New York, I am wondering if you can spare a copy of your very stimulating paper "What Will Distribution Look Like in 1965?"

Stanley Berge,  
Chairman

Department of Transportation and  
World Trade, School of Business,  
Northwestern University,  
Evanston, Ill.

To The Editor:

I would like you to know that I found your speech "What Will Distribution Look Like in 1965?" given recently at an American Management Association meeting in New York, very enlightening and informative. If possible, I would like to have a copy of this address.

Ray Norris,  
Traffic Manager

Plant Two,  
The Dayton Rubber Co.,  
Thorobred Division,  
Waynesville, N. V.

*Copies of my speech are available by writing to me at DISTRIBUTION AGE, 56th and Chestnut Sts., Philadelphia 39, Pa.—The Editor.*

DISTRIBUTION AGE

## Man in Wrong Job

To The Editor:

I am calling to your attention that on Page 148 (of the October issue) you have listed me as president of Merchants' Warehouse Co. My position is that of vice president, and I do not wish to steal Dr. McKinney's job.

Malcolm A. Buckley,  
Vice President

Merchants' Warehouse Co.,  
Philadelphia, Pa.

## Question on Classifications

To The Editor:

I believe that there is an error in the article entitled "Problems in Classification of Freight" which appeared on Page 66 of the August issue. In that article Prof. Flood of the Georgia State College of Business Administration shows in the problem No. 1 that the shipment in question would not be subject to Rule 34 of the Classification because of the exemption granted by Rule 10. He indicates that Rule 24 would be applicable.

I believe that he has overlooked that portion of Rule 10 of Uniform Freight Classification No. 4, Section 4, which reads in part as follows: "Rule 24 will not apply to mixed carload shipments when any article in the carload would be subject to Rule 34 if shipped in straight carloads."

Of course, I am assuming that Professor Flood does not have reference to any exception made in a specific tariff or in an exceptions tariff which might possibly prevent the application of Rule 10 as worded in the Classification itself.

M. J. Manning,

Transportation Supervisor

Scott Paper Co.,  
Chester, Pa.

The interpretation of Rule 24 on this point often has been raised by rate people. Actually there is a conflict in the contents of the rules. The Classification Rule 24 says one thing. Then the Classification Rule 10 says that Rule 24 says something else. Obviously the wording in Rule 24 stating the regulation must govern. This conflict has been cleared up in the Docket 28300 class tariffs where an exception to Rule 10 is published which sets out still a third variation of the rule. Since this exception Rule 10 governs most class tariffs, this is the rule used in the problem. (This conflict is explained more fully in the text of Prof. Flood's book, "Advanced Traffic Management," published by William C. Brown Co., 135 S. Locust St., Dubuque, Iowa.—Ed.) The exception Rule 10 allows a part-lot car to be loaded if none of the Rule 34 freight in the mixed shipment is loaded in the part-lot-car. So you see, you can have a part-lot car with Rule 34 freight in the mixed car (Rule 10).—Kenneth U. Flood, Assistant Professor of Transportation, Georgia State College, Atlanta, Ga.

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## Chuting the News . . .

(Continued from Page 9)

### CFTMA Officers Elected



Officers and directors of the Caster and Floor Truck Mfrs. Assn. seated (left to right) are W. R. Thomas, past president; President L. T. Williams; E. M. Heffernan, vice president; and D. B. Anderson, treasurer. Directors shown standing are R. D. Mount, E. H. Noelting, K. F. Heath, A. R. Brandt, and D. F. Adams

### Caster & Floor Truck Mfrs. Elect Williams President; Heffernan Named Vice President

L. T. Williams, manager, Bond Foundry & Machine Co., has been elected president of the Caster and Floor Truck Manufacturers' Association. He succeeds W. R. Thomas.

E. M. Heffernan has been elected vice president. He is the vice president of Jarvis & Jarvis, Inc. D. B. Anderson, executive vice president, The Nagel-Chase Manufacturing Co., was appointed treasurer.

New directors are A. R. Brandt, of Hawkeye Rubber Manufacturing Co.; E. N. Noelting, Faultless Caster Corp.; and D. F. Adams, the Colson Corp.

Williams has announced that the original printing of the group's Engineering and Purchasing Planbook, published in June, is exhausted. A second printing is planned.

### Club Briefs

Russell L. Dearthmont, president of the Missouri Pacific Lines, was the speaker at a recent meeting of the Traffic Club of St. Louis.

Don Ward, vice president of Republic Interocean Corp., delivered a speech on "The Industrial Traffic Department vs. the Foreign Freight Forwarders" to members of the Metropolitan Traffic Association of New York, recently.

### Plans Ready for MHI Annual Meeting Dec. 13-16 in New York

Final plans for the Annual Meeting of the Material Handling Institute, Inc., were announced recently by L. West Shea, managing director. Meetings also will be held by the Industrial Truck Association, the Association of Lift Truck and Portable Elevator Manufacturers, and the Monorail Manufacturers' Association.

The schedule opens with a meeting of the MHI College-Industry Committee on Dec. 13. The following day, the MHI Board of Directors will meet in the morning. Also scheduled to meet on Monday at 9 a.m. is the ITA Engineering Committee. The ALTAPEM and the Monorail group will each meet at 3 p.m. Monday.

On Tuesday, MHI will hold membership meetings all day. The ITA Engineering Committee also will meet. On Wednesday the ITA Board of Directors and general membership will meet.

### News Briefs

U. S. airlines last June were flying more jet planes and passenger miles than those of any other country. This was disclosed following a Civil Aeronautics Board survey which showed that U. S. carriers flew 45 per cent of the world's jet miles.

Deliveries of new freight cars totaled 2147 in October, compared with 2481 in September and 1658 in October 1958. These figures were announced in a report by the American Railway Car Institute and the Association of American Railroads.

The Commissioners of the Port of New York Authority recently dedicated a new Air Cargo Center at Newark (N. J.) Airport.

The Alaska Steamship Co. has purchased a 40,000 lb Hyster fork truck to lift loaded cargo containers from trucks and stack them two high.

The Baltimore and Ohio Railroad has extended its piggy-back service to Newark, Ohio. Service is provided between the Newark area and Chicago, St. Louis, Louisville, Pittsburgh, Washington, Baltimore, Philadelphia, northern New Jersey, and New York.

The Silent Hoist & Crane Co., of Brooklyn, N. Y., has announced the addition of Syracuse University and Temple University to the roster of colleges at which Silent Hoist Materials Handling Prize Awards have been established.

### Forwarder Volume Rate Fight Goes to U. S. Court

Several representatives of the trucking industry have filed suit in the U. S. District Court at Terre Haute, Ind., asking that the ICC decision in favor of forwarder volume rates be upset.

The action is brought by the Eastern Central Motor Carrier Association, the National Motor Freight Traffic Association, and the Regular Common Carrier Conference.

The rates in question apply between Chicago and New York. They give the forwarders the right to establish minimums ranging from 10,000 to 30,000 lb. These rates are designed to attract trailer loads of freight to be forwarded via trailer-on-flatcar service.



# BOB BREY...

## THE 'CHICAGO MAN WHO'S BEEN THERE...

When you want answers concerning LTL shipping, talk to a man who *knows* his company's operation... knows transit times, routings, freight handling.

Bob Brey, East Texas Motor Freight sales representative in Chicago, is such a man. A former ETMF driver, he has worked with shippers... knows rates and office procedures. He's been there.

Want the *right* answers on LTL shipments? Ask an ETMF salesman. Ask a man who's been there, ETMF... people working together... for you.

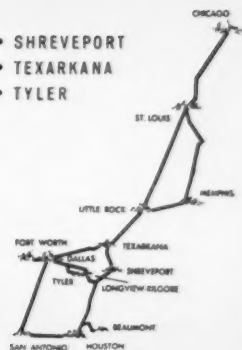
## PRINCIPAL TERMINALS

- |            |             |               |            |               |              |
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| • DALLAS   | • HOUSTON   | • LONGVIEW    | • MEMPHIS  | • SAN ANTONIO | • TYLER      |

## EAST TEXAS MOTOR FREIGHT

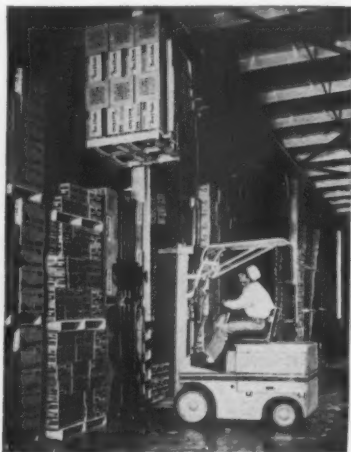
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extra energy to move  
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breakfast tables



#### MODERN MATERIALS HANDLING

The warehouse operates on two shifts. Working on incentive basis, each lift truck driver is assigned a railroad car to load or unload. Palletized loads range between 1500 and 1800 lbs. Battery-electric trucks glide by—clean, quiet, odorless—providing the utmost in performance, efficiency, dependability, and safety... with no exhaust fumes to contaminate the air and foodstuffs.



#### MODERN MAINTENANCE

One key to this highly successful operation is The Quaker Oats Company's well-planned preventive maintenance program. Only minimum periodic maintenance is required on the electric trucks. Easily "refueled," trucks are merely backed up to the chargers. While others sleep, the C & D Slyver-Clad batteries are charged automatically from 11:00 P.M. to 7:00 A.M.—and the trucks are ready for another day's work.

#### MORE POWER FOR QUAKER OATS

Food warehousing calls for all the most modern, efficient, and dependable material handling methods. Here at The Quaker Oats Company's four-year-old 168,000 square-foot Shiremonstown (Pa.) warehouse, electric industrial trucks bear the brunt of the lifting, lugging, stacking, and loading burden. Continuously loading and unloading 30 railroad cars, handling thousands of cars a year, keeps Quaker Oats' battery-electric trucks on the run. Credit is due the company's highly efficient scheduling, modern maintenance program, and modern, extra-energy C & D Slyver-Clad® lift truck batteries.



#### MODERN BATTERIES TO MATCH

Second key to success in this outstanding material handling operation: C & D Slyver-Clad batteries. Modern plant—modern handling—modern batteries. Exclusive Hi-Impac jars and covers guard against breakage. Time-tested Five-Fold Slyver-Clad plate construction keeps "active materials" at work—for extra power... prevents "shedding"—to give extra life, extra dependability, and lowest cost. For details, send for Bulletin IT-528.



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\*Trademark

Circle No. 10 on Card, Facing Page 53, for more information



**L**AST YEAR, businessmen lost millions of dollars in sales, good will, time, and labor as a result of loss and damage of merchandise in shipment.

Shippers have been compensated for the value of their goods. However, they have had to pay a heavy toll in terms of lost sales, impaired relationships with customers, production interruptions, delayed introduction of new lines, and the double expense of packing and shipping twice.

Can a company take any steps to prevent this rising trend of loss and damage? Better and safer packaging is one answer. Surveys have shown that most damage claims are preventable.

The Kirsch Co., a manufacturer of rods, tracks, and hardware for hanging curtains and draperies, changed its package recently. By adopting fibre tubes, the company has successfully reduced its damage in shipping by 80 per cent. In addition, there are impressive savings of time, labor, and money.

#### The Old Package

Prior to the change, packing had been complicated and expensive. Labor had to be diverted from other operations.

The long traverse rods and tracks were first wrapped in plain paper. Then blocks of wood long enough to fit the rods were sawed. The wrapped rod was taped to the block, and the entire unit was finally wrapped in paper again. Sometimes, shipments were held up for several days because personnel couldn't be spared from other operations.

Damage in transit was severe. Customers were aggravated because they had to return merchandise and wait for reshipment. For many of them, these shipping mishaps meant lost sales and lost customers.

Damage in transit was caused by a variety of factors. Occasionally, the wrapping paper tore completely when the packages were

crushed by heavy cartons or drums or when they were unloaded. Dented and unusable rods were the result. Then, too, the wood warped and split while in transit, and, of course, the package was demolished.

The basic rodding, which is made and fabricated at the Kirsch headquarters plant in Sturgis, Mich., comes to the 18 company branches in 12 and 16-ft lengths. The branch plants make curtain rods and tracks to order in different styles and sizes for hardware dealers and jobbers, home and office decorators, builders, institutions, and department stores and other retail outlets. Fibre tubes are now standard packaging on all custom-orders.

#### The New Package

The tubes are purchased in 16-ft lengths. After a custom order is completed, length of tube is cut just 3 in. longer than the rod to allow for the insertion of the metal and fibre caps.

The packing operation now is comparatively simple. They wrap the rod in paper and place it in the tube. This paper wrap is an "extra" which does not really im-

prove the shipping safety. The caps are then inserted backwards, so that the ends of the rod are flush against the caps. Lengthwise motion is impossible. The fibre walls of the caps are stapled to the tube.

After labeling, the tubes are weighed and moved by automatic conveyor belt to the street, to await Railway Express or other trucks. The entire operation takes a few minutes as compared to the half hour for the average shipment under the old system. Now most orders are shipped the same day they are received. In the average busy week, some 30 custom orders are shipped each day from the New York office.

Besides the substantial time and labor economies, fibre tubes have also enabled the branch to save on carrier fees. In the average shipment, the tubes weigh between 7 and 8 lb less than the wood. Many thousands of dollars have been saved on shipping costs alone.

Another important area of saving has been in the packing material itself. While scraps of wood ordinarily were discarded, unused pieces of the tubing, cut off from the standard 16-ft lengths, are

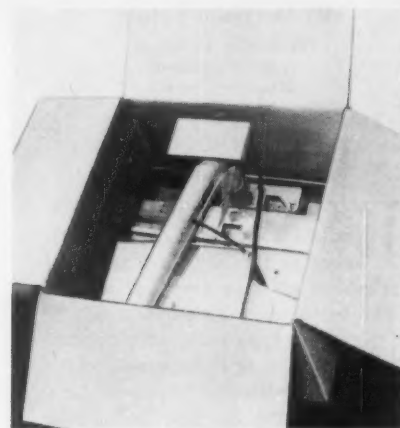
(Please Turn to Page 60)

## Damage costs cut by proper packaging

**A switch to fibre tubes for shipping curtain rods  
has cut not only packaging costs for this company  
but also its losses from damage in shipping**



The chief advantage of the new carton (left) over the old (right) is its height. More can be stored in the same space and more shipped in trailer



The interior of the old box shows the radial-arm machine completely assembled

## Package redesign— key to new profits

**An annual saving of \$30,000 has accrued to this manufacturer from use of a new package which has cut all of his distribution costs**

**P**ACKAGE redesign is a continuing process. Although your package still delivers the product undamaged, it may be none the less obsolete.

This obsolescence may result from changes in shipping procedure, from new developments in packaging technique, or from changes in your product. Assurance that your package is up-to-date can be gained only through a complete restudy of your physical distribution operation.

The DeWalt Division of American Machine and Foundry Co., through such a package-design study, has registered an annual saving in excess of \$30,000. Savings have been realized in the initial cost of the carton, materials

handling, lower freight rates, larger trailer loads, and faster trailer loading.

### Extra Benefits

In addition to monetary benefits, the smaller container now used by the Lancaster, Pa., manufacturer offers ease of handling and increased storage capacity for the dealers. For the purchaser, it is easier to unpack and set up. It can be carried in the trunk of an automobile, reducing the need for delivery service.

The package change reflects a change in the management structure of the firm. Prior to this revision, A. C. Wedge, vice president-manufacturing, had the heads of the nine operating divisions re-

porting to him. He decided that some of this responsibility should be assigned to an intermediate supervisor.

He created the position of director of materials and placed production control, traffic, and purchasing under him. H. R. Johnson was named to this position.

The package change was the first project directed by Johnson. It took about a year, a change in the machine model delaying the introduction of the new container.

Two of the company's products are home-workshop-size radial-arm power tools. The larger of these has always been shipped knocked down. The smaller, however, had been shipped set up; it was this one for which the new container was designed. The old package was about the fifth most expensive component in the manufacture of this product. The new package should cut this cost.

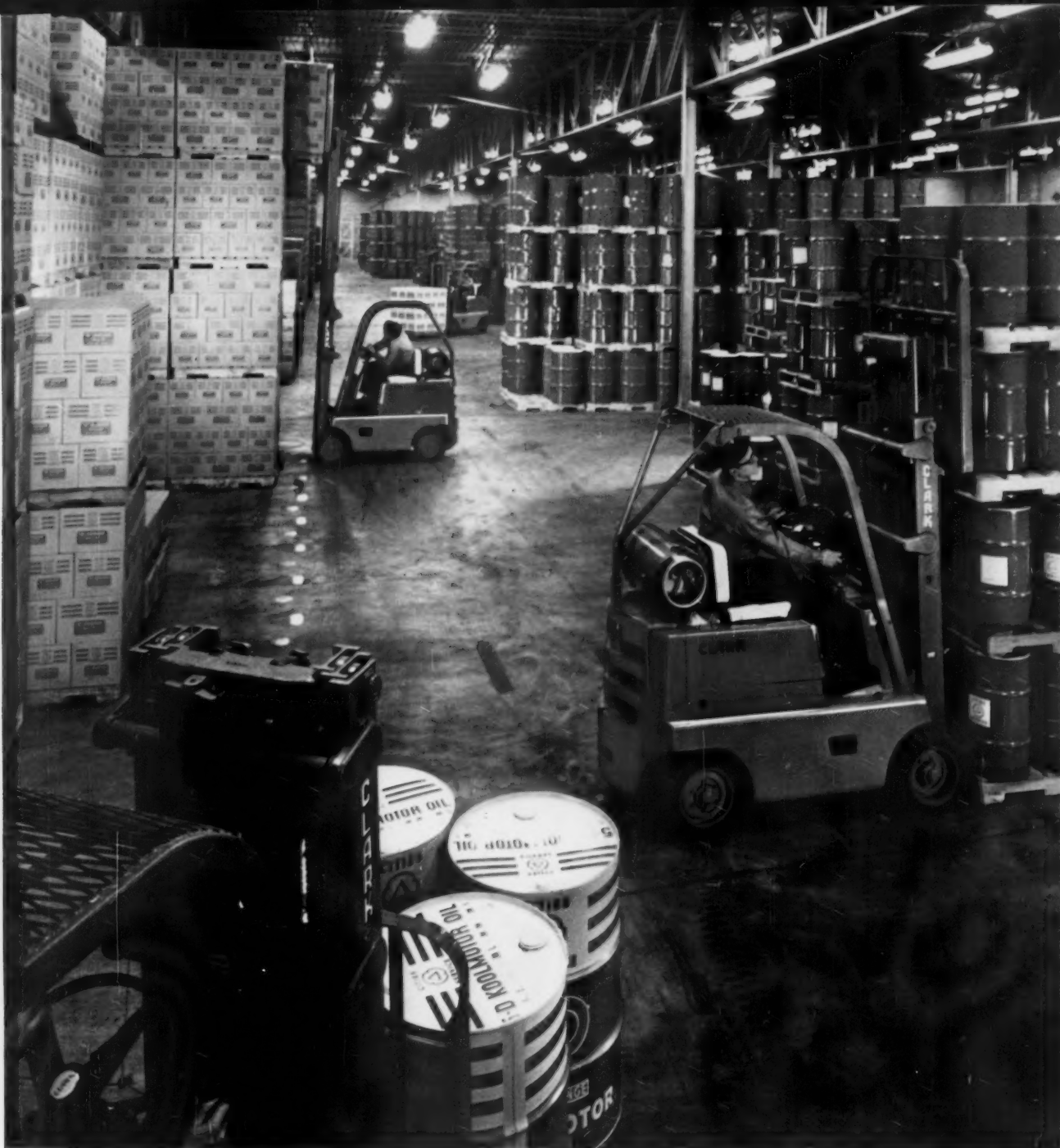
### Container Designed

The requirements and suggestions of the various department heads were gathered and a container manufacturer called in. Together they decided on a double-wall corrugated carton.

A comparison of the old and new containers shows the former to be 35 x 31 x 25 in. and the latter 34 x 30½ x 17 in. Packed, the new container weighs 180 lb as compared with 170 lb for the larger one.

*(Please Turn to Page 37)*





## *Put these trucks to work... without buying them!*

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Ask them, too, about the Seaboard's newly established through piggyback service between Philadelphia and the Southeast.

And, if you're thinking about plant sites or distribution facilities in the thriving Seaboard Southeast, any of these representatives can quickly obtain for you comprehensive, up-to-the-minute facts — in confidence and without obligation.



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# SEABOARD

## AIR LINE RAILROAD



THE ROUTE OF COURTEOUS SERVICE

# Package redesign...

(Continued from Page 34)

For export, a plywood box is fitted over the corrugated container. The old export shipper consisted of 19 cu ft. The new one is 13.4 cu ft.

Traffic Manager Clyde Stauffer prepared a three-page report on the saving that would result in the traffic function. To show the rate advantage of shipping the machine knocked down and in the new container, he prepared a one-page table.

The left column consisted of 37 district offices and four other destinations. Headings over the columns are: Freight Rate Set Up, Freight Rate Knocked Down, Saving Per Machine, Number Shipped in 1957, and Total Saving. Saving per machine ranged from none for seven destinations to 78 cents for Houston, Tex., and .87 for a Mexican customer. The total of the total saving column is \$7746.

This was not the total saving in freight to be realized through the change. The machines, the report said, "in their present package cannot be loaded in trailers in quantities to equal weight requirements of carriers." With the old container, a trailer carrying 20,400 lb was billed as 23,000 lb. On a Canadian shipment, more than \$30 of the freight bill was wasted because of the inability to ship full truckload weights.

Truckload shipments, including pool trucks and stop-offs, were made impractical by these weight deficits. The TM estimated that elimination of deficits would save \$500. To both this and the other freight saving, 3 per cent was added for the reduction in the transportation tax.

So that they could be shipped  
(Please Turn to Page 60)



Locating pins guide the buyer in setting up radial arm power tools

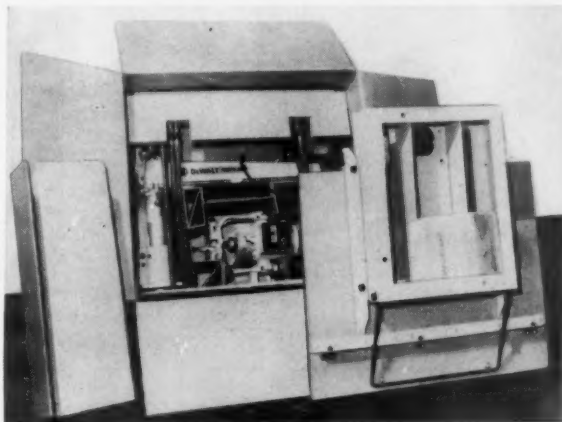


Using the old box, machines were stocked 6 high. Capacity was 1080



Now, in the same area, 1710 tools can be stored in stacks nine high

Interior of new container, designed by Stone Container Corp., Eastern Div., shows demounted arm in its place



In the new container, the base is placed safely on top giving added protection to the arm and column assembly



# Can handling today—a modern

Many elements join to make packaging problemless for this manufacturer of cans

**T**HERE IS no one can handling system which is suitable for all plant conditions.

Packing plant facilities, packing speeds, size and type of can, and location of packing plant with respect to can supplier are all factors which must be considered if you are to select the best combination for your needs.

## Bulk Rail System

Bulk rail is the basic can handling system. With such a system—at the can plant—boxcars are lined with kraft paper. Cans are usually manually forked into boxcars with single-tier forks and then loaded from each end of the car up to the car door posts. Next, corrugated fibreboard sheets are applied over the ends of the load at the doorway.

Generally, four or five returnable tubular metal braces are nailed into place across the car to secure each of the two parts of the load.

At the packing plant, the bulk-heading material is removed and the returnable braces are accumulated for return to shipper later. Cans then are unloaded by one or more operators usually with single-tier forks into the packing plant runway system.

Advantages of this system are that relatively low-cost, short-term storage is provided by rail cars; only minimum space is required at packing plant for equipment and facilities to unload, and for runway system to convey cans from car to fillers; and rail freight cost is frequently lower than by truck.

In order to improve the efficiency of the bulk rail can handling sys-

tem, the following methods have been developed:

**By J. N. Vincent,**  
*Manager, Customer Engineering,*  
*Continental Can Co.*

tem, the following methods have been developed:

1. Two-tier forking with individual tier release into double gravity-discharge car-sets to power-blender. The bottom tier is released first from fork, the bottom row of tines is then dropped down, and then the upper tier of cans is released.

The operators must work in unison to prevent uneven unloading and resultant loss of pattern of cans still stacked in the car. For brief periods, two men, using 50-tine forks and equipment have unloaded up to 1000 6-oz cans per minute.

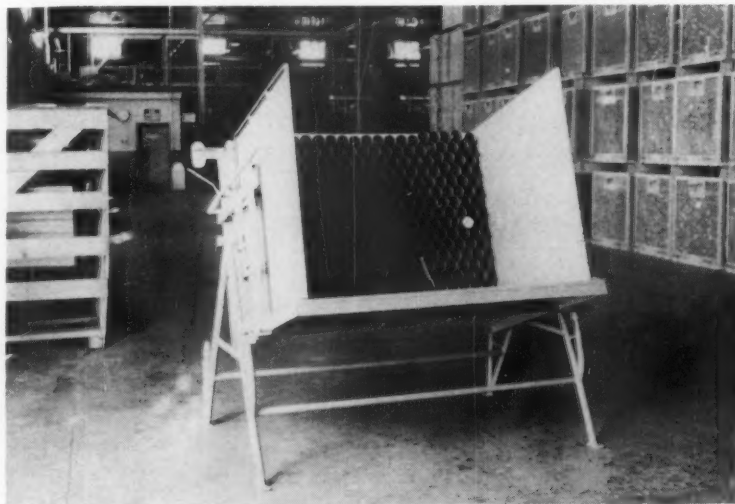
2. A further advance is the two-tier fork with two-tier simultaneous discharge into power blender. Using a 32-tine fork and the unloader, unloading speed on number 2 can (307 x 409) has been increased from 275 to 310 cpm. It may be possible, with additional training and experience, to increase unloading speeds to 350-500 cpm; 200 46-oz cpm have been unloaded by two-tier forking.

The main plus factors relating to both types of two-tier forking are: fork operator effort is reduced, more cans per operator hour can be unloaded, and equipment is inexpensive in relation to results generally obtained.

## Paper Bag Handling

The kraft paper bags used generally have base dimensions 18½

With tilting bin unloader, pallet loads can be placed within bins for unloading by single fork or by two-tier fork into a powered blender





# package

## from start to finish

x 26 in. and height dimensions ranging from 23 to 32 in. Weight of the contents is about 50 lb, mainly depending upon can size.

Cans packaged in bags are shipped via rail and truck—generally unpalletized. When delivered, bagged cans may be manually unloaded onto pallets, trailers, or conveyors and moved to storage or to bag-unloading stations.

Cans may be unloaded by fork truck, and by various types of mechanical devices, including can-bag unloaders connected directly to can runway system and random unscramblers.

To reduce the labor cost for manual unloading from bags, an inexpensive device has been developed: the "Uni-Layer Empty Can Bag Unloader." A bag rack of suitable type is also used.



With a revolving bag rack, 200 to 250 404 x 700 cpm may be unloaded by one fork-truck operator and one service operator who positions, strips, and removes torn bags and separators.

Merits of this system include the fact that cans in bags may be unloaded and stored in dust-free condition until required. Various methods of handling cans in bags may be used.

### Returnable Carton System

For several years, taped bag-sized returnable cartons have been used for shipping and storing empty cans. Usually, cans in cartons are packed in regimented layers. However, cans may be

Where storage is not a problem, cans can be dumped into returnable carton

packed jumbled where appearance of can surface is not a prime factor, where storage is not a major consideration, and where the estimated 15 per cent loss of space utilization and payload does not result in a significant increase in freight cost.

Cans in returnable carton may be shipped by rail or truck. Regimented-pack cartons on pallets may be stacked to the limit of any typical warehouse. Whether or not separator sheets are to be used is generally dictated by the type of unloading method used. As with bagged cans, the weight of loaded cartons generally is maintained within the 50 lb range for most sizes.

Returnable cartons may be manually handled, unloaded, and conveyed to storage by various means (conveyors, fork lifts, tractor-trailers).

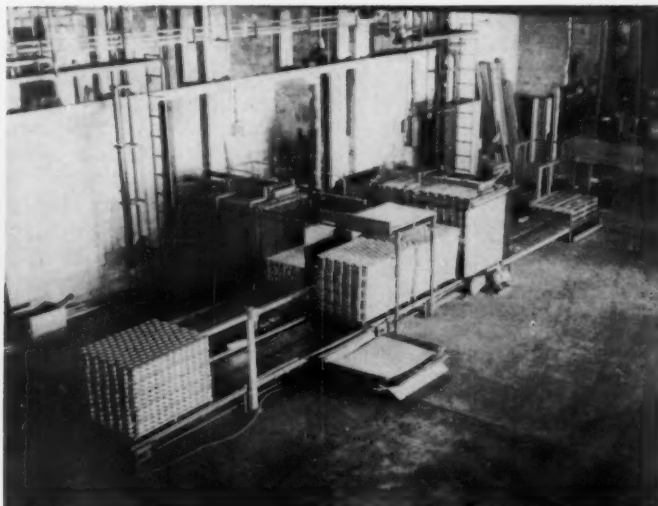
To facilitate both forking of cans from cartons and the use of mechanical unloaders, separator sheets are always supplied. For

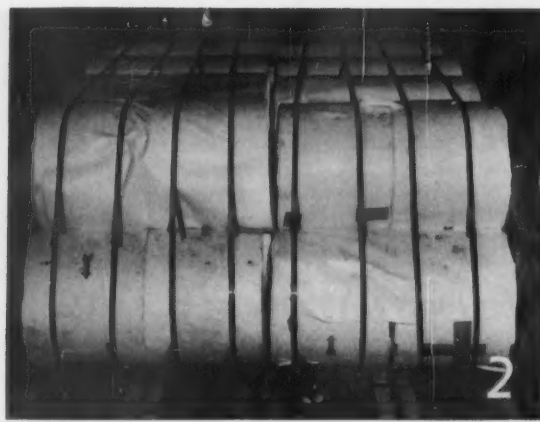
(Please Turn to Page 61)

Worker is shown at conveyor line with two-tiered fork used to move empty cans



A typical pallet pack unloading operation. Cans are fed to multiple filling lines at desired speeds; unloading labor cost is low





# Packages get wraparound at papermill

**Time-tested solutions and specifications are used by this manufacturer of paper each time he readies a shipment for DF or regular rail cars; you may profit by these methods**

**P**ACKAGING, its potential and real problems are very well known to this manufacturer of papers who prepares daily shipments of his product for national and international consumption. The solutions are of interest.

Rolls of paper at Champion Paper and Fibre Co., Hamilton, Ohio, when prepared for shipment in regular rail cars are assembled in semi-floating units. The rolls are loaded on their sides. Each unit is bound with two 1¼-in. steel bands. The rolls are protected from band and floor wear with padding.

Figure 1 shows 1 x 4-in. board toe nailed to the floor of the car. Straps are anchored to the floor and leave 2 in. of space at the car end. Then the rolls are loaded on their sides and the straps tightened and sealed to form the tight,

semifloating unit shown in Figure 2.

## Case Preparation

Cases which have been prepared for shipment in regular rail cars are loaded on end, packed in the car tightly against one another in order to use all floor space. Taller cases are loaded into the end of the car, shorter cases are placed toward the doorway. Loads are held in place rigidly with one 1¼-in. steel strap for each 4000-lb unit. The straps are anchored to the side walls of the car and spaced evenly from the bottom to the top of the unit. Anchors are nailed to the studding about 6 in. from the front of the load. Not more than one is fastened to any one stud. Such a load is shown in Figure 3.

Skids are used for many loads

placed in DF cars. After each skid is positioned in the car, an end board 1 x 6 in. is nailed between runners or legs across skid end with the runners parallel to the car direction. Each section of the load is gated off with the flat surface of the gate against the skids.

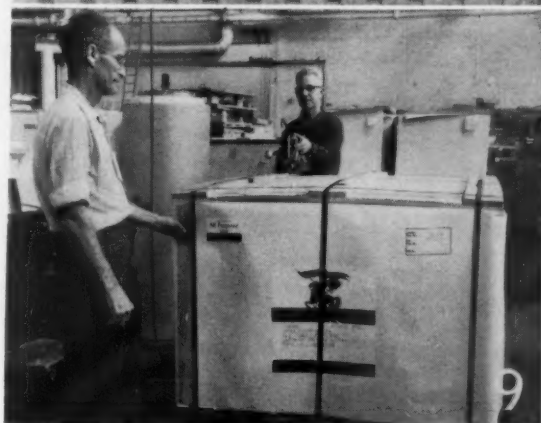
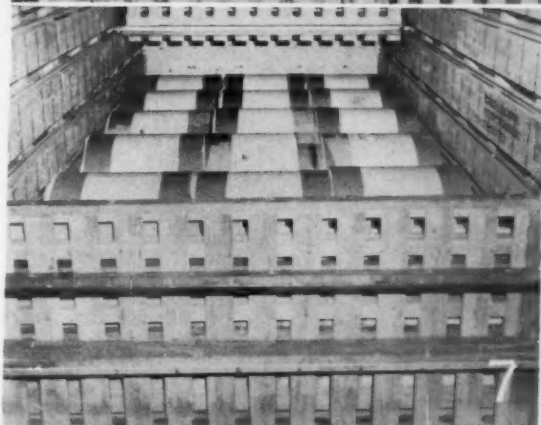
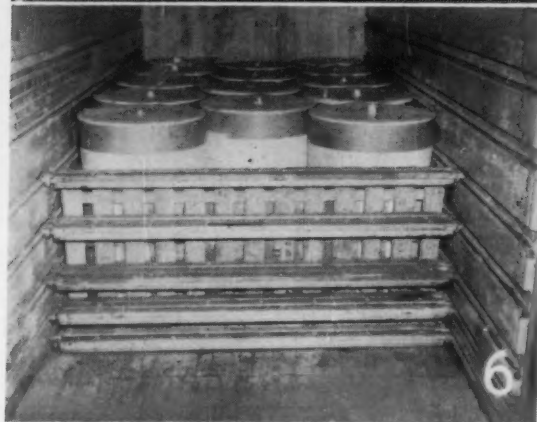
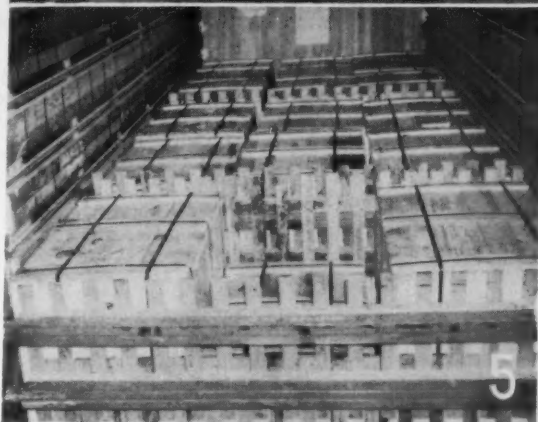
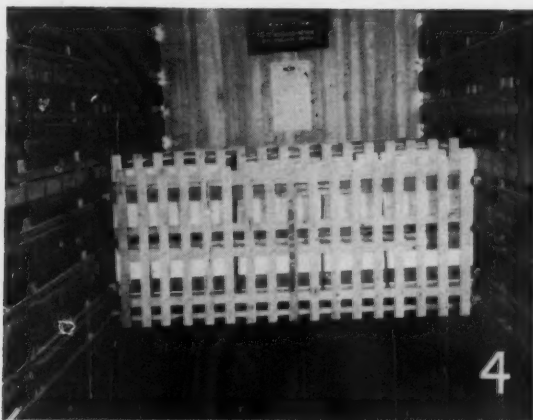
## Crossbars

Crossbars are positioned against the gate, blocking the sectional load. After the crossbars are positioned against the gate, a second gate is placed against the crossbars with its flat side to the front. This is shown in Figure 4. Next the following section's skids, as in Figure 5, are loaded and blocked the same as the first.

Figure 4 shows the end section of six skids blocked and ready for the next section's loading; Figure 5 shows three sections loaded containing 15 skids.

Rolls are loaded into DF cars in sections. Each section is blocked with gates and crossbars in the same manner as a skid car. A portional section, one containing only a few rolls, is blocked with crossbars only. When the rolls are

(Please Turn to Page 62)



# How a manufacturer packages his package

**A look at a packaging manufacturer, his solutions to packaging problems with corrugated board, and the chemicals and processes used to improve box performance**

**M**OST PEOPLE think a corrugated shipping container is designed to carry a product from the manufacturer to the end-user and insure that it reaches its destination in prime condition. It is true that any worthwhile corrugated box must do these things.

However, few people are aware of the considerable experimentation and research within the corrugated industry keyed to improve the resistance of the box hazards on the journey from factory to market.

## Box Strength

The effect of water upon ordinary corrugated boxes is familiar to most people. In many instances box strength can be maintained by the use of such inhibitors as weatherproof starch binders and urea-type resins. Resistance to oil and grease can be built into a box by combining the qualities of corrugated with the characteristics of glassine.

Moisture and vapor transmission can be combated with materials such as asphalt, laminated foil, and polyethylene, and various impregnating processes.

Hinde and Dauch's wax impregnated board has made a contribution to the solution of the wet-packing processes used in the fruit and produce industries. The board has also been effectively used in the meat, fish, and heavy industrial fields. For example, pascal celery

in boxes made of the board have been successfully shipped from California to Eastern markets. These shipments are normally in transit for at least seven days under a load of 15,000 lb of melting snow ice.

As handling methods became faster and more efficient, the problem of increasing friction between loaded corrugated boxes on pallets required attention. Corrugated board can be treated to increase friction between boxes in stacks through the use of non-skid inks, waxes, and liner-board perforation patterns.

Abrasive resistance is instilled in corrugated board through treatment with a combination of polyethylene and waxes. The addition of phosphates to the board increases fire resistance. Rust resistance is increased through the use of vapor phase inhibitors.

A specific corrugated box can be designed to do an efficient job of protecting almost any product shipped. A wide range of grades and strengths of paperboard are available in both linerboard and corrugating mediums which make up corrugated board.

## Flute Sizes

There are three different flute sizes which can be built into the corrugating medium to accomplish a specific job of product protection. These wave shaped formations are

known as "A," "B," and "C" flute. "C" flute provides a happy medium of product protection with its combination of cushioning and stacking strength properties. The use of "A" flute, characterized by higher but fewer flutes per lineal flute of board, gives increased cushioning strength for a corrugated box. "B" flute, which has more flutes per lineal board foot and lower flutes than the median "C" flute, gives added stacking strength to corrugated board.

Boxes can be made of double-wall or triple-wall corrugated board depending upon the protection needs of the specific product packed.

Double-wall board is ordinarily sufficient. It is used in the vast majority of applications. Triple-wall board is called upon to provide increased protection for a high density or bulky product.

## Recent Trend

The recent trend has been to add a number of plain and multi-color patterns to corrugated board by coloring or printing patterns on it before it is combined on the corrugating machine. As the board passes through the color machine it can be embossed with a variety of patterns. The use of these colorful designs and multi-color printing techniques, is continually on the increase.

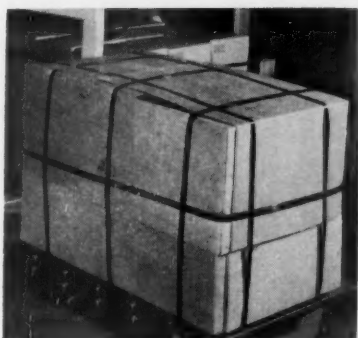
Even the industrial user often wants his boxes to do more than contain a product and see it safely to the ultimate consumer.

The wrapping and packaging practices of the corrugated industry are largely determined by customer requirements. The box user who depends upon a specialty die-cut container or a colorfully printed box which is intended to effectively merchandise his product is more likely to request that his boxes be overwrapped before shipment than is the large volume industrial user of minimum printing, regular slotted boxes. There is considerable variance in type and amount of wrapping paper used at box plants determined largely by the type of industry represented by a particular plant's customers.

A box order may also be tied with twine or steel wire or steel

*(Please Turn to Page 63)*





## Adjustable package trims export shipping costs

**Export shipments are packaged faster, package costs cut, freight reduced, and labor saved through use of adjustable master containers**

**H**ERE IS a case in which the shoemaker's son has the best pair of shoes in the shop. Signode Steel Strapping Co. is saving \$7000 per year in export packing costs by using their own Adjusta-Pak master containers.

The company estimates an equal annual savings to their overseas customers through lower cube and tare weights.

Signode ships hundreds of different size containers of seals, tools, and strapping appliances. For overseas shipment, these domestic corrugated board containers are grouped into bundles of packages containing from 1½ to 20 cu ft. All are packed in just three container sizes. This is possible because the container telescopes in all three directions to handle a wide variety of pack sizes.

Arrival condition reports to date from Sweden, Finland, the Philip-

pines, Singapore, India, Africa, and South America have all been good.

Basically, the new packaging method is simple. It amounts to creating a three-way adjustable container through the use of eight scored and slotted corrugated board sections made up into corners. These are overlapped over each other to completely encase the grouped cartons being packed. The ultimate in compactness and elimination of voids is achieved by the use of tensional ⅝ in. or ¾x.015 in. or .020 in. flat steel strapping. A package section is V3C, 400 lb Mullen test water repellent corru-

gated board. This board is tough and resistant to edge crushing to allow maximum tensioning.

In making up a package, four base corner sections are placed on a ball transfer strapping platform. The packer has predetermined the length and width dimensions for the combination of the items to be packed.

Items are packed in the base according to a predetermined pattern.

Then four top corner sections are placed over the completed packing.

The package then is steel strapped. Material costs have been cut and ocean freight saved. ●

Four base corner sections are set on ball transfer strapping platform



Products in their corrugated containers are placed on base in a predetermined pattern



With four top corners on, the container is strapped using two machines at one time



# Latest ideas in protective

These custom-made packages may present some ideas to help in your

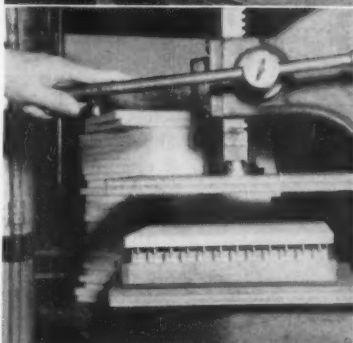
**T**HE INGENUITY of American business is continually at work improving the product and improving the package which brings the product to your door.

An excellent product at the end of the production line is no assurance of a pleased customer. Unless the packaging and the shipping procedure maintain the same standards of excellence, the customer may never realize full value from his purchase.

Shown on these pages are packages adopted by industries recently. Each meets the particular need of its user. However, a review of their features may give you the ideas you need to improve or redesign your shipping container.

The manufacturers of these containers will supply additional information on these applications and help you with your particular problem. ●

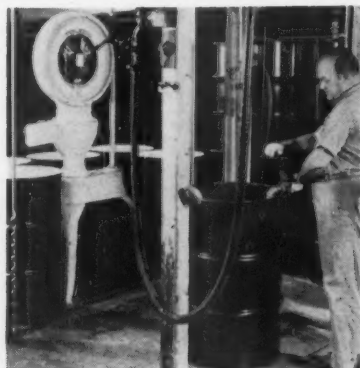
Underwood Corp. uses inner pack of molded rubberized curled hair. It is supplied by Janesville Cotton Mill



The new package of Coilecraft Co. uses an inner packing of expanded polystyrene. Trays made by Polyfoam Packers Corp. serve for in-plant handling before use in box. Terminals of the coils and transformers are set into the trays. The shipping cartons will hold 15 per cent more with maximum safety

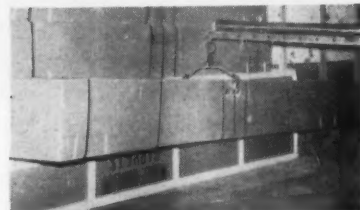


M-B Corp. has solved the problem of packaging a street-sweeping brush in an adapter frame with a wirebound crate. Machine is heavy, bulky, and unsymmetrical. Bristles damage easily



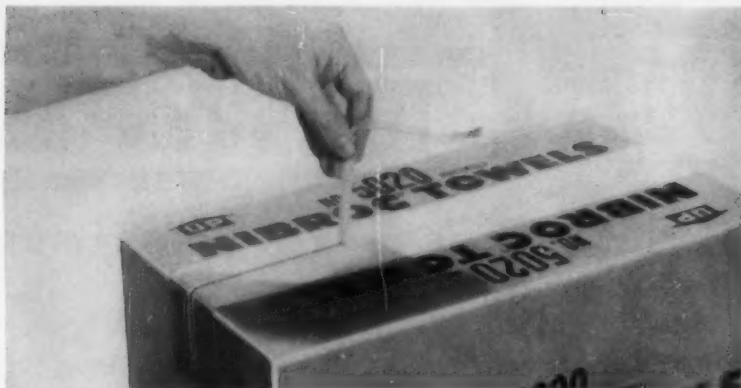
The shipment in one of these drums is worth over \$700. To eliminate all danger to the product, the Franklin Research Co. picked steel drums featuring special phenolic linings

Magee Carpet Co. ships 1000-lb rolls of carpeting in corrugated boxes. Cut out flap in center aids handling



# packaging

## package planning



This new easy opening paper towel carton features a zip tape. Nibroc Towel Div. of Brown Co. finds that its container assures maximum sanitation and saves time



This new corrugated box for candy is divisible. Distributors of Bunte Bros.-Chase Candy Co. receive twin cartons of two dozen then cut them in half for use of retailers



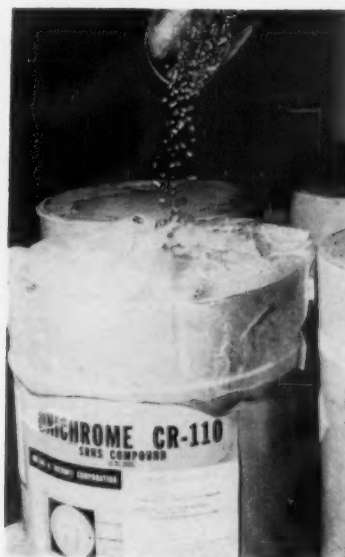
Costing 20 per cent less than a crate formerly used, this corrugated container protects the pump on Deming home water system. It is manufactured by Ohio Boxboard Co.



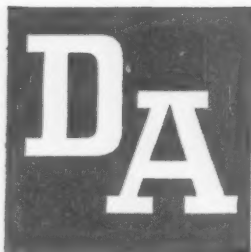
Copper-plated steel wire now is available in 1000-lb reel-less coils that cut shipping weight 12½ per cent. National-Standard Co. ships 2 coils strapped on single entry pallet



Steel pail shown above is designed for safe, economical packaging of corrosive liquids. Made by Jones & Laughlin Steel Co. and Plax Corp., it has seamless polyethylene liner



Chromium plating chemicals are being packaged in pelletized form for better safety and convenience. Metal and Thermit Corp. finds dust is reduced with saran-lined fibre drum

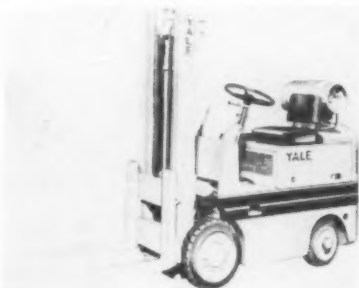


# NEW PRODUCTS

.... FOR FURTHER INFORMATION

## Lift Truck Approved

To broaden the application of LP gas-powered industrial lift trucks into specified hazardous locations, Yale and Towne Mfg. Co. has been granted



Underwriters' Laboratories LPS approval on its propane powered models. Yale trucks fit safe usage requirements listed in the National Electric Code in parts of Class I, Class II, and Class II, Division II, and all of Class III, Division II.

Circle 40 on Card, Facing Page 53

## Closed-Circuit TV

Motorola, Inc., is introducing a line of five closed-circuit television cameras and two monitors. The cameras

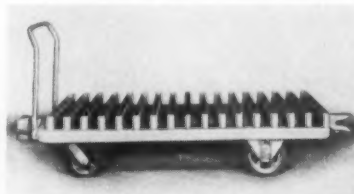


can accommodate a remote control four-lens turret. On automatic cameras, the on and off switch is the only operating control. The industrial monitor has a 14-in. screen.

Circle 41 on Card, Facing Page 53

## Ribbed Deck Trailer

An unusual type of trailer has been designed by Palmer-Shile Co. for handling grocery warehouse stock of var-

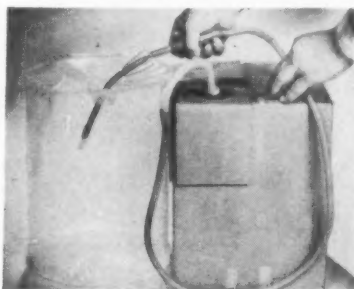


ious dimensions without pallets. Units have handles for individual operation and hitching devices for use in trains pulled by trucks.

Circle 42 on Card, Facing Page 53

## Resealable Plastic Drum

A five gallon polyethylene container, self-contained in its own fibreboard box and equipped with a re-closeable closure, is available from



Jasper Bag, Inc. The container is suitable for one-trip shipping of dozens of liquid chemical products and such foods as milk and vinegar. Its lightness and durability give it advantages over conventional glass or steel containers.

Circle 43 on Card, Facing Page 53

## Steel Strapping Sealer

A new flat steel strapping sealer which assures positive seals for heavy carloading operations is available from U. S. Steel Corp. It is manually operated and has a special locking handle and crimping action seal which, the company claims, makes the seal as strong as the steel.

Circle 44 on Card, Facing Page 53

## Trailer Floor Replacements

A floor replacement material has been developed by The Monroe Co., Inc. It can be nailed down or attached

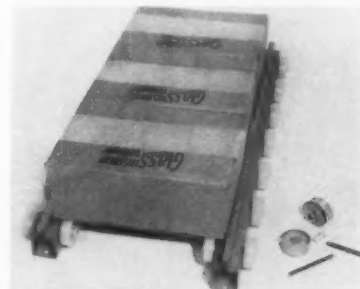


with adhesive. Prefabricated sheets are 2 x 3 ft. Weight added is only 2 lb per sq ft.

Circle 45 on Card, Facing Page 53

## Live Storage Racks

Here is a rack in which cartons, packages, boxes, and palletized materials can be stored single file on wheel rolls. It is made by M-H Standard Corp. The wheel rolls are inclined so that the balance of the column



moves forward by gravity as the front item is removed. When a different item is stored in each lane, it is possible for the order picker to reach as many as 40 different items without moving a step. The unit is completely adjustable to accommodate any package size, style, or weight. It is easily disassembled and relocated.

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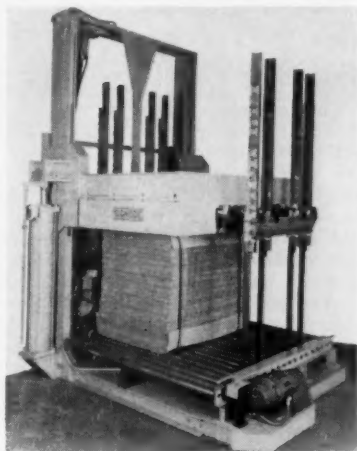


# and EQUIPMENT

ON PLEASE USE READERS' SERVICE CARD • • PAGE 53

## Compression Strapper

New compression strapping machines simplify, automate, and speed steel strapping operations to produce cost reductions for users. Signode

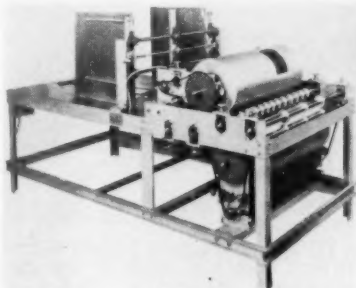


Steel Strapping Co. has new strappers which compress the load, feed, tension, and seal the strap automatically. The finished bales stack easily in less space.

Circle 47 on Card, Facing Page 53

## Production Printer

A new package and product marking unit from Industrial Marking Equipment Co. provides commercial-quality printing, coding, and marking

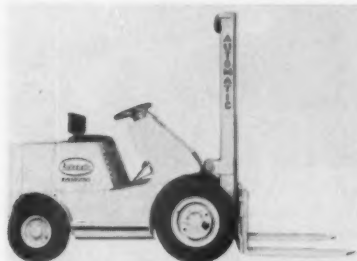


on production line operations. It can print multi-wall bags or knock-down cartons of any size, handling both tops and bottoms simultaneously and printing anywhere on the bag or carton.

Circle 48 on Card, Facing Page 53

## Pneumatic-Tired Yard Truck

New from Automatic Transportation Co. is a pneumatic-tired, gas-powered, electric-driven fork truck. Its gasoline engine transmits power through a variable voltage generator



to a matched DC series wound electric motor. A synchronized power package is formed which supplies instant power. The model is designed to provide optimum torque output at a low rpm requirement. Travel speed reaches 9 mph.

Circle 49 on Card, Facing Page 53

## Vacuum Lift Attachment

Vac-U-Lift Co. has a new fork truck attachment which uses a vacuum for handling barrels, plate or



sheet metal, or stone. The attachment has four 10-in. pads mounted directly to the frame which slips onto the forks. The pads are adjustable. Power is furnished by a gasoline engine. It drives the vacuum pump and contains its own patented reserve vacuum system to assure safety should the engine fail.

Circle 50 on Card, Facing Page 53

## New Sealed Containers

Until the development of this hermetically-sealed shipping container, engines were subject to oxidation, shock, and vibrations which often damage vital parts. Cylindrical in shape, some of the containers open

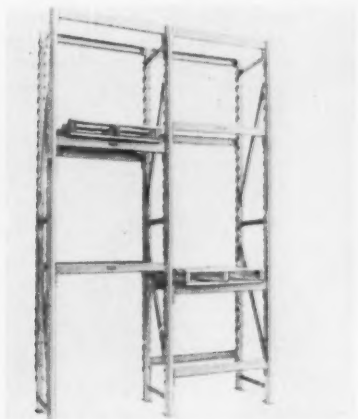


like a trunk to facilitate loading of electrical instruments and engines. Specifications for high-strength, low-alloy steel are met by Jones and Laughlin Steel Corp's Jalten. It is used in various gage sheets for seamless ends, bottoms, and tops. The Baltimore Steel Co. is the manufacturer.

Circle 51 on Card, Facing Page 53

## Boltless Racks

A new method of connection makes this boltless rack from Hartman Metal Fabricators, Inc., completely rigid



and safe after quick assembly by hand. Height can be adjusted by driving the beam out and relocating it on 4 in. centers. No other parts are needed.

Circle 52 on Card, Facing Page 53  
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## New Products and Equipment

(Continued from Preceding Page)

### Portable Paging Unit

A new transistorized portable paging unit is offered by Raven Electronics Mfg. Co. The compact unit is especially suited for outdoor applications but can be used anywhere in warehouses and railroads. The



electronic device is equipped with a combination adjustable power output and volume control which restricts distortion to less than 5 per cent peak level. Each model is supplied with a heavy duty plug-in dynamic microphone, 6-ft cord, trumpet speaker, and carrying handle and shoulder strap.

Circle 53 on Card, Facing Page 53

### Tread Wheel Line

Albion Industries, Inc. is introducing a new line of Alathane tread wheels which was developed for the most rugged industrial applications. A polyurethane elastomer, Alathane



combines the strength and capacity of steel with the normal resilience of rubber and is said to outlast rubber treads five to one. Wheel sizes range from 6 to 12-in. diameters. Swivel, rigid, dual, or special casters may be ordered.

Circle 54 on Card, Facing Page 53

### Rubber Container Handler

Industry is making increased use of collapsible rubber containers for the shipment and storage of chemicals and other bulk goods. To meet special handling requirements, Hyster Co. has developed this boom attachment which takes the place of load arms and carriage on the company

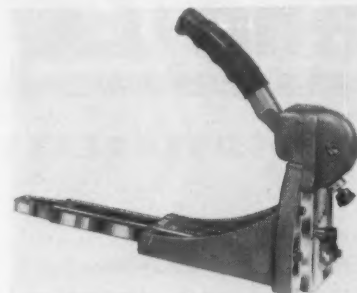


loft trucks up to the 20,000-lb range. The boom and truck to be used depends upon the size of the rubber container. The boom has a ram-type hook with fairlead guides to facilitate positioning. Elevated to the proper height, the hook is slipped into a ring at the top of the container. A sway brace, which can be folded out of the way, steadies the container while the truck is in motion.

Circle 55 on Card, Facing Page 53

### Hand Boxer Stapler

International Staple and Machine Co. has a new hand boxer portable



carton-stapling machine. A dial adjusts to provide full or blind penetration. A knob controls clinch.

Circle 56 on Card, Facing Page 53

### Automatic Time Announcer

More complete and accurate communications recording is possible according to Dictaphone Corp. It has a new time announcer which automatically announces for recording the time of receipt of any communication recorded by a number of Dictaphone-developed communications recording machines. An individual worker can transmit his job and time data from a work area to the central timekeeping area where the information is recorded and processed. The belt on which the worker's report is recorded provides a permanent, unalterable, and flable record of both the work done and the time.

Circle 57 on Card, Facing Page 53

### Light Highway Tractor



A new lightweight highway tractor with V-6 diesel engine is announced by GMC Truck and Coach Division. The engine weighs 200 lb less than the in-line unit of the same displacement, the aluminum tilt cab weighs 696 lb with 48 in. from bumper to back of cab. The front suspension permits the use of the lightweight cab and increases payload as much

as 2000 lb. When fully loaded, weight on rear wheels is 18,000 lb and can be as much as 11,000 lb on the front wheels. With no trailer, the loads become 6460-lb front and 3280-lb rear depending on customer specifications. A new valve adjusts for static loading and compensates for forward load shift during deceleration.

Circle 58 on Card, Facing Page 53

## Vacuum, Shampooer

This machine combines scrub-shampooing and vacuuming functions in one unit. It is designed for use on upholstered truck and automobile interiors. Seats and carpeting can be thoroughly cleaned. The model



weighs 38 lb and is portable with a 30 ft cord. Hoses carrying foam shampoo to brush head are vinyl plastic. Elimination of a pump practically eliminates maintenance. It is made by Clarke Floor Machine Co.

Circle 59 on Card, Facing Page 53

## Small Fork Truck

A new little, heavy-duty truck from The Heifred Corp. is 60 in. long, 38 in. wide, and has a turning radius of 52 in. Four speeds forward and backward are controlled automatically by



non-plugging controls. A deadman brake stops the truck whenever the driver leaves his seat. A mast reaches a maximum height of 96 in. from a starting 69 in. It tilts 10 deg both ways.

Circle 60 on Card, Facing Page 53

## Customed-Tired Fork Lift

A 2500-lb capacity gas-powered fork truck has been added to the Clark-lift line of fork-lift truck produced by Clark Equipment Co. The truck has cushion tires and is designed for indoor handling and tiering. Engineered for operation in compact areas, the truck has a turning radius



of 64 in. It requires an aisle 75-in. wide plus load length. It will travel 8 mph in forward and reverse and will climb a 23 per cent grade loaded. The driver's foam rubber seat is adjustable forward and backward.

Circle 61 on Card, Facing Page 53

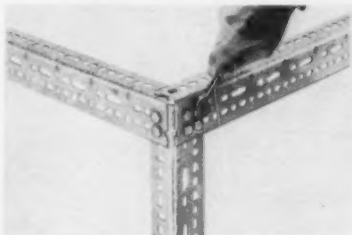
## Portable Refrigeration

Portable, packaged, remote supplies of low temperatures up to -120 deg F are provided with a new line of equipment from Tenney Engineering, Inc. The unit is a one-piece, packaged, mechanical refrigeration assembly that provides low temperature mediums to any enclosure through heat exchangers that can be connected to flow lines. Two types are available. Either expansion type with freon refrigerants, or brine chiller type with a liquid acting as a secondary cooling agent.

Circle 62 on Card, Facing Page 53

## Slotted Angle Material

New slotted angle building material is announced by Rapids-Standard Co., Inc. It provides the answer to many construction problems such as building storage racks, stock carts, tables,

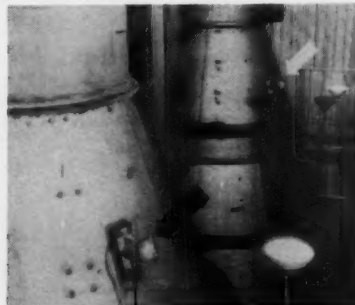


work stands, overhead supports, and maintenance platforms. It is available in 12 and 14 gage cold rolled steel with special galvanized finish. The slotted angle comes with prepunched holes and premarked cutting marks to facilitate accurate cutting.

Circle 63 on Card, Facing Page 53

## Wet Bulk Vibrator

Air vibrators produced by the National Air Vibrator Co. are said to be capable of moving material in ore sintering bins, stockhouse bins, and high-line transfer cars. The vibrator

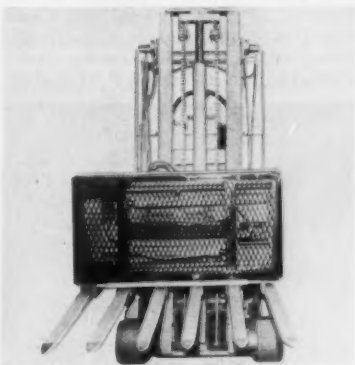


has been designed to keep ore and bulk material with a moisture content of 16 per cent moving. The vibrators have a long, 30-lb piston stroke. Typical installation requires two vibrators to maintain an even flow of material.

Circle 64 on Card, Facing Page 53

## Push-Off Attachment

A push-off device with side shifter and multiple forks has been developed by Lewis-Shepard Products, Inc. This special attachment is especially planned for situations using a take-it-or-leave-it pallet system. Unit loads are handled in process and placed in storage on pallets but shipped without pallets. The pallet for this system is a standard double-face pallet of wood with the addition of four or six 2-in. square stringers equally spaced and



nailed across the top boards. This multi-purpose equipment is capable of handling palletized loads in process and storage and also the non-palletized loads during shipment. During process and in storage, the palletized loads are handled in the conventional manner. When loading carriers, the multiple tined forks slide between the small stringers on top of the pallet and the load is raised off. The load is then moved to the carrier and pushed off the forks.

Circle 65 on Card, Facing Page 53  
(Please Turn Page)

► For prompt service, use postage-free postcard provided to obtain **FREE LITERATURE** and **NEW PRODUCT** information described in this issue. All material is **FREE** unless otherwise noted.

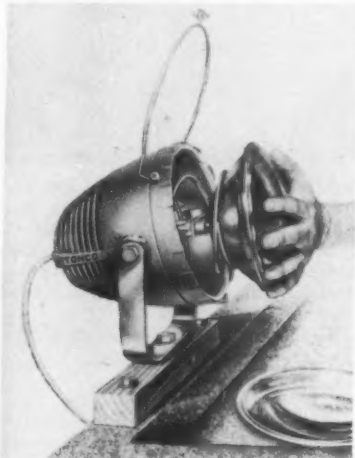


## New Products and Equipment

(Continued from Preceding Page)

### New Floodlamps

This new floodlamp announced by Stonco Electric Products Co. has a special spring construction which cuts replacement time. At a touch, a coil



spring pops the old lamp out and the new one snaps into place. Once secured, the lamp floats in a coil spring cradle that eliminates vibration.

Circle 66 on Card, Facing Page 53

### Gasoline Truck Engines

Development of a new family of V-6 gasoline truck engines is announced by GMC Truck and Coach Div. The engines include a 12-cylinder power plant having the same 60-deg V-design that is common to the en-

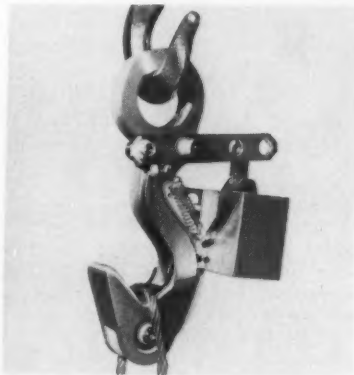


tire group. One significant characteristic of the engines is that they develop maximum torque or load-moving power at moderate engine speeds, increasing fuel economy and reducing engine wear. The engines have been designed for easy maintenance and a high degree of interchangeability of parts.

Circle 67 on Card, Facing Page 53

### Quick Release Hook

A quick release hook with 6000 lb capacity is announced by L.A.B. Corp. The hook is intended for lifting and dropping objects which are too heavy



or too bulky to be tested on conventional drop testers or incline-impact testers. Its primary use is in package testing. The hook is of steel construction.

Circle 68 on Card, Facing Page 53

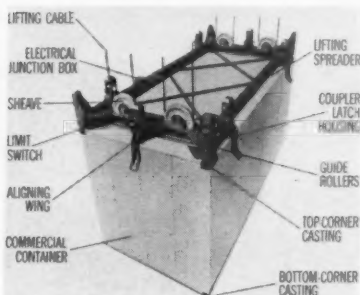
### Redesigned Snow-Thrower

The Jari Products, Inc., snow-thrower has been redesigned to give you more snow thrown further. The raker bar is welded to the rotary fan and helps to pulverize the snow.

Circle 69 on Card, Facing Page 53

### Cargo Loading System

A container handling system which offers standardization to all shippers and carriers is now available from National Malleable and Steel Castings Co. The automatic system provides



increased capacities for cargo handling with lower handling costs. It can be operated electrically, hydraulically, or pneumatically. The system features an electrical inter-lock which incorporates electrical limit switches at four corners of the spreader.

Circle 70 on Card, Facing Page 53

### Walkie-Type Tractor

Barrett-Cravens has introduced a new walkie-type electric tractor for economical movement of stock and merchandise in warehouses and plants. It is well suited to short runs and for use in confined areas where

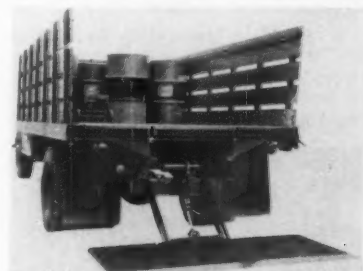


rapid movement of loads is demanded. Free of fumes, it is perfect where air contamination is a problem. The short turning radius, narrow width of 27½ in. and length of 46¼ in. without the coupler makes this a very maneuverable tractor.

Circle 71 on Card, Facing Page 53

### New Tailgate Loader

The Santa Anita Mfg. Corp. has a tailgate loader that handles 1500 lb loads for all trucks from ¾ to 2½ ton. A one-finger touch on the control



button raises or lowers the gate. Loads slide into truck from the ramping gate which slopes down to ground level at the rear edge when lowered. The gate closes automatically.

Circle 72 on Card, Facing Page 53

### Automatic Braking System

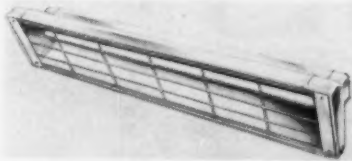
A new automatic braking system for trucks and trailers to provide maximum braking under all road conditions and eliminate skidding and jackknifing is released by Hydro-Aire Co. Based on the aircraft principle, the new system automatically senses such conditions as the incipient skid and the locked wheel in order to instantaneously apply corrective action. Under all weather conditions, the locked wheel is eliminated, stopping distances are reduced, wheel hopping disappears, and complete directional control is maintained. Balanced braking is provided. Brake cycling can operate as quickly as four times per second.

Circle 73 on Card, Facing Page 53



## Outdoor Infrared Heat

An all-weather infrared focused heating unit from Wiggin Products Co., Inc., heats the exact area required with the flick of a switch. The quartz



heating element which transmits infrared heat rays heats only the object they strike, not the air. The element can withstand great changes in weather.

Circle 74 on Card, Facing Page 53

## Camera Cuts Pilferage

Photographic detection of pilferage and vandalism with positive pictorial identification of the culprits is possible with new equipment from United Electronics Laboratories. The system takes stop-motion sequence

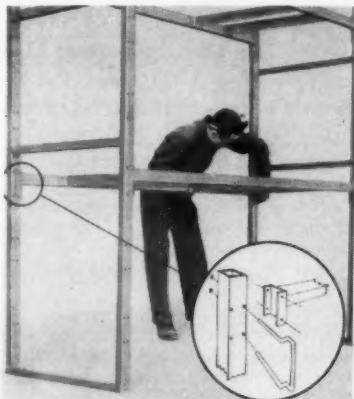


pictures instead of motion pictures. It condenses up to two weeks of time on a single roll of film. It operates automatically, turns itself on for as many hours as required. Controls can be set so that a picture is taken every half second or one picture every half hour.

Circle 75 on Card, Facing Page 53

## Heavy-Duty Storage Racks

High strength storage racks for pallets, skids, drums, or bulk are available from Met-Fab, Inc. They



are made of high carbon rail steel. Easily erected and readily adjustable the racks employ dual-angle construction with positive lock.

Circle 76 on Card, Facing Page 53

## Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of DISTRIBUTION AGE. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 53.

### Fork Lift Case Study

New case study tells how a brewery cut maintenance, handling costs with Allis-Chalmers lift truck fleet. If performance counts, read it. Circle No. 3.

### The Real Costs of Fire

Losses don't go out with the fire, they begin then. Guard against and reduce damage from such hazards with ADT automatic protection services. Circle No. 1.

### High Lift Fork Truck

You cancel congested area handling problems when Automatic's new Docker swings into operation on docks; in box cars, trailers, and narrow aisles. New booklet shows the benefits you can enjoy. Circle No. 15.

### Pre-Engineered Warehouse

You store safe, dry, high, and wide with a New Butler colored panel pre-engineered warehouse. Get the solid reasons against settling for less. Circle No. 2.

### Fork Lift Battery Power

C and D batteries are engineered to give you maximum performance, new handling records for a success story like the leading cereal manufacturer who put his workload on C and D batteries. Circle No. 10.

### Fork Lift Rentals and You

You don't need capital to outfit your warehouse or terminal with Clark lift trucks. Take advantage of the new rental plan to cut costs, supplement your task force. Circle No. 77.

### Cab-Forward, Wide-Tonnage Truck

Name your job and Dodge has a truck for it in its new 1960 truck platoon. Wider tonnage range, a cab-forward, diesel or gasoline engines, take your pick for a profit packed year ahead. Circle No. 5.

### Adjustable Pallet Racks

When you snap in you lock in with adjustable pallet racks from Equipment Mfg. Co. A firm resting place for pallets, skids, dies and bulk. Get the facts. Circle No. 8.

### Battery and Charger Rentals

New brochure of facts from Exide explains how to ease your budget with new battery and charger rental plans that let you apply capital elsewhere for expansion of truck fleet or area. Circle No. 6.

### Industrial Tire Line

B. F. Goodrich industrial tires move over oily, abrasive, uneven floors with special treads wired for puncture protection. You can have a tire and wheel analysis. Circle No. 9.

### Shipping Express

Plan to use Greyhound's package express if you want it delivered in hours, at less cost, 24 hours—seven days a week and holidays. Circle No. 16.

### Platform Trucks, Trailers

Lansing Co. has catalogs on its train trailers and platform trucks to show you what "custom engineered" really can mean in dollars and cents. Circle No. 13.

### Elevating Assemblies

Custom-built elevating assemblies are what give Lewis-Shepard lift trucks maximum rigidity and higher lifts without twist or sway. It's all told in new literature. Circle No. 4.

### Four-Wheel Trucks

There are ten trucks at Magline, Inc., designed for both needs and budget. They are lightweight, maneuverable, built to last. A one-time purchase. Circle No. 7.

### Metal Products Via Trucker

Ship your machinery and metal products to main Eastern Seaboard and Midwest markets via McLean Trucking Co. Get the facts on truck loads or less. Circle No. 17.

### Floor Truck Line

You can probably find the "right" floor truck for your needs among the 1000 types made by Nutting. New catalog shows all. Circle No. 11.

### Portland Public Docks

Expansion is the word heard around the Portland, Ore., dock area as the Commission of Public Docks' new bulk unloading tower and pier take shape. Read all about the Portland Package. Circle No. 18.

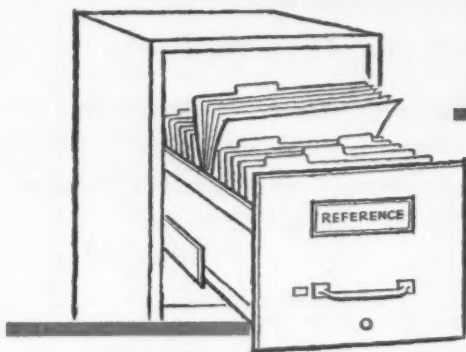
### Steel Retaining Strips

Stop damage to your product at car doorways with new Signode retaining strips packaged in rolls of 50. Visible holes make application easy. Circle No. 12.

### Powered Elevating Gate

A natural for truckers who do dock and floor-to-floor loading, "hide-a-gate" from H. S. Watson lets van doors open without lowering. Circle No. 14.

# DISTRIBUTION AIDS



- Catalogs
- Specifications
- Directories
- Case Studies
- Reports

## Adjustable Dockboards

The Kelley Co. has a new kit containing facts, figures, and equipment data of interest and value to anyone planning a new or improved truck loading dock. Featured in the kit is a booklet full of information published by the ATA, Truck Trailer Mfg. Assn., SAE, etc. Minimum design standards and efficiency ideas included can help you speed in and out movement of trucks.

Circle 78 on Card, Facing Page 53

## One Warehouse Story

The facts of Fuchs Transfer Co., Inc. and its division, Baltimore Bonded Warehouse Co., are given in a sheet recently released. Services and facilities are listed.

Circle 79 on Card, Facing Page 53

## Car Spotters, Pullers



"Haulage Machines," contains 14 typical layouts that illustrate the many types of applications to which car spotters and car pullers can be adapted. Most commonly used for

moving railroad cars, the machines are also successfully used to handle a wide range of mobile loads. Produced by Link-Belt Co., the booklet shows the two types made by the company—capstan car spotters and drum-type car pullers.

Circle 80 on Card, Facing Page 53

## Steel Equipment Manual

New 1959-60 reference manual for steel equipment is now available from Equipto. Slotted angle, floor grating, shelf filing, and large drawer units are covered in the manual as well as shelving, lockers, carts.

Circle 81 on Card, Facing Page 53

## Delaware Port Benefits

A 24-page booklet of facts about the Ports of the Delaware River Port Authority describes the economic benefits generated for communities in the Port area. Printed in three colors and outlining the various conclusions of a recent 11-county survey made for the Authority, the document is keyed to give concise information on the business of the port.

Circle 82 on Card, Facing Page 53

## Docker Facts and Factors



The Automatic Transportation Co. has published its third booklet entitled "Docker Facts and Factors." It is designed to show the place for the stand-up, end-control truck

in modern materials handling systems. Intermittent operations, short-to-medium-distance hauls, high stacking, congested-area operation, as well as truck and car loading are discussed. Attachments and abbreviated specifications are given.

Circle 83 on Card, Facing Page 53

## Truck Service Guide

A new 27-page directory of heavy duty truck dealers provides complete and ready reference for immediate service on all heavy duty Ford trucks. A total of 275 dealers are listed.

Circle 84 on Card, Facing Page 53

## Container Rental Plan

The fifth dimension in container rentals is explained in new information from Container Transport International, Inc. National and foreign offices are listed with contact information.

Circle 85 on Card, Facing Page 53

## Fibre, Steel Drum Handler



New fibre and steel drum handler is described in a brochure from Little Giant Products, Inc. The drum handler is a apron, fork, or shovel mounted on a lift truck and can

handle two drums at a time. It eliminates manual handling. Six models are available. Action photographs are a part of the brochure.

Circle 86 on Card, Facing Page 53

## Single Shift Battery Charge

New literature from C and D Batteries, Inc., describes two models of plug-in battery chargers which automatically recharge electric industrial truck batteries in a single shift's time. The sheet gives complete description of compact silicon chargers which can be mounted in any convenient location and plugged into a standard 15-ampere, 115 or 230-volt convenience outlet.

Circle 87 on Card, Facing Page 53

## Cargo Container Handling Plan

Illustrated brochure from National Malleable and Steel Castings Co. covers a cargo container handling system which offers complete standardization to all carriers and shippers. Applications are detailed.

Circle 88 on Card, Facing Page 53

## Moving Facilities

New brochure from United Van Lines, Inc., acquaints you with the facilities, personnel, and services offered throughout the world. The literature shows how your transportation problems can be solved. Photographs are employed extensively.

Circle 89 on Card, Facing Page 53

**▼ For prompt service, use the postage-free postcard provided to obtain FREE LITERATURE and NEW PRODUCT information described in this issue. All material on these pages is FREE unless otherwise noted.**

### Hoist Specifications

The Hoist Manufacturers Assn. has issued the first in a series of recommended minimum standard hoist specifications. The newly-completed booklet is concerned with hoists of the electric wire rope type. It defines the recommended minimums of hoist construction and outlines basic information which should accompany any inquiry sent to a hoist manufacturer or distributor. Other specifications, in the course of completion, will cover hoists of the hand chain, ratchet lever, and electric chain types.

Circle 90 on Card, Facing Page 53

### Hydraulic Dockboard

One simple up and down valve moves the hydraulic dockboard produced by Freightliner Corp. A new fact sheet is now ready. Pertinent information is provided.

Circle 91 on Card, Facing Page 53

### Adjustable Pressure Conveyor

Literature just released by Rapids-Standard Co., Inc., describes its new adjustable pressure conveyor. According to the eight-page offering, the conveyor has trigger wheel control for the accumulation of cartons with a minimum of line pressure. It also has automatic singulating of carton spacing and smooth clutching action. Specifications, cutaway photographs, and explanations show why versatility and ease of operation are claimed for the conveyor.

Circle 92 on Card, Facing Page 53

### New Fork Truck Series

One of the design advances outlined in the 24-page Towmotor Corp. manual on its new series of lift trucks is the centralized system of controls. All steering, shifting, and hydraulic control levers are within a 6-in. radius. Other developments covered include control valves which can be serviced while in position.

Circle 93 on Card, Facing Page 53

### Reel Safety Poster

Do's and don'ts to help safeguard the handling of reels are graphically and humorously illustrated on posters produced by the Packaging Committee of the Wire and Cable Section, National Electrical Mfrs. Assn. The posters inform customers and carriers to lift and transport reels with flanges resting on truck forks, roll reels carefully on flanges, and tighten loose nuts and hardwood before reeling. It's just the thing for your safety bulletin board.

Circle 94 on Card, Facing Page 53

### Live Storage Rack

New bulletin from M-H Standard Corp., tells of carton storage racks of importance to warehousemen interested in improving order picking, live storage, and work station facilities. The plastic-wheeled system permits heavy rack loadings and higher polar moment of inertia. Ten basic rules for order filling are included also.

Circle 95 on Card, Facing Page 53

### Conversion Factor Chart

A reference table in wall chart form is offered by Precision Equipment Co. It gives common conversions such as inches to centimeters or watts to hp as well as many conversions which are difficult to locate in reference manuals.

Circle 96 on Card, Facing Page 53

### Issue Reprints for You

The five major sections of the recent Transportation Issue published by Distribution Age in October have been reprinted and are made available to persons desiring a free copy. For free reprints, circle the appropriate number on the Reader's Service Card found on Page 53. Reprints and their circle numbers are: Air, Circle No. 156; Highway, Circle No. 157; Rail, Circle No. 158; Water, Circle No. 159; and Warehousing, Circle No. 160.

### Tie-Down Rings

New specification sheet from MAK Industries, Inc., describes the complete line of aircraft quality tie-down rings and floor plate assemblies for a wide range of fastening requirements. Rings are available for capacities from 2000 to 25,000 lb.

Circle 97 on Card, Facing Page 53

### Urethane for Freezer Wear

Freezer Clothing Sales Co. has released its 1960 catalog of new urethane protective insulated garments for freezer wear. Some outdoor industries are also finding the warmth and flexibility of urethane garments very suitable to their needs. A ¼-in. thickness of urethane foam will retain comfortable body warmth to -30 deg F.

Circle 98 on Card, Facing Page 53

## BOOKS

### How To Make That Move

The Home Encyclopedia of Moving Your Family is a new pocket-sized book full of information for families making a move. Helps range from how to select a new home and mover to unpacking guides. Special sections are devoted to international and company paid moves as well as tips on handling children during the move.

The book, written by home economist Margaret Randall, is published by Berkeley Publishing Co., but is available from local drug and book stores or from your North American Van Lines, Inc., agent.

### Wholesaling Facts

One complete work on wholesaling is entitled simply Wholesaling. Its third edition has just been released. The third edition contains new concepts and developments concerning cost accounting, value added, produc-

tivity, performance measures in management control, materials handling, and electronic data processing.

The Ronald Press Co., 15 East 26th St., New York 10, N. Y., is offering the book. Price: \$8.00.

### Materials Handling Manual

Now you can obtain in one volume a comprehensive analysis of buying and using manual materials handling equipment. The Caster and Floor Truck Mfrs. Assn. has a book called Engineering and Purchasing Planbook. It gives advice of qualified experts from the materials handling field. Separate chapters in the 124-page book discuss each of the basic types of manual materials handling equipment.

Copies of the new planbook may be obtained from the Caster and Floor Truck Mfrs. Assn., 27 East Monroe, Chicago 3, Ill. Price: \$3.75.

# Chemical solution for damage

**A new champion in the campaign against damages suffered in transit is an easily-applied chemical substance which gives a thin anti-skid coating that increases friction coefficients**

**T**RAFFIC managers, and others concerned with prevention of damage to goods in transit, always have been plagued with shifting cargoes due to carton slippage. Impact, acceleration, deceleration, side sway, and bouncing are ever-present evils in both rail and highway transportation.

The problem became more acute with the introduction of modern handling techniques. In addition to the above-mentioned external forces, others are created within plants and warehouses. Some occur when containers are handled on pallets by forklift trucks. Others develop when loaded pallets are tiered to heights impractical before the days of unit loads. Ramps and uneven floors also affect load stability.

## **Slippage Problem**

Much study and experimental work has been done in searching for a "one best way" to solve the slippage problem. We refer to the means of keeping the units of a load from shifting with reference to each other; not to methods of preventing entire shipments from moving about in rail cars and trucks, such as anchoring and compartmentizing.

Those who have been wrestling with the load stability phase of handling have tested many different ways to prevent slippage; finally settling on the one which proved to be most practical for each particular situation. It would be impossible to cover all these means in this article. The following represent those used quite extensively: Steel strapping, tying the top of two upper layers of containers with rope, gluing, and fastening with friction tape.

## **Container Changes**

Others have approached the problem by making the containers themselves slip resistant. For example, tests have been made by roughening the tops and bottoms of shipping cartons mechanically and by constructing the containers with pebbled or perforated surfaces.

When we look at these various methods critically, we find that they have certain disadvantages. They are either time-consuming, they involve considerable cost for the materials used, or they may result in damage to the surfaces of the containers. Of course, these adverse factors are not present to the same degree in all the methods mentioned above.

## **Non-Skid Coatings**

The latest attack against package sliding is a chemical one. Du Pont, maker of "Ludox," a leading anti-skid agent, describes this product as a colloidal solution of hydrated silica—a polymerized form of silicic acid. A thin coating of this solution is applied to the carton material. Invisible particles increase both the static and kinetic coefficients of friction when containers so treated are in contact with each other.

Reports from Du Pont's Engineering Test Center show that slippage of fibreboard cartons upon impact, acceleration, and deceleration can be reduced by about two-thirds when coated with this solution. Further, Du Pont cites independent tests showing that treated cartons can be inclined to more than twice the angle of untreated cartons without slipping.

## **Non-Abrasive Surface**

One might think that cartons treated with this coating would have an abrasive-like surface; that it would be harmful to the hands of men handling it. The experience of Nekoosa-Edwards Paper Co. shows that this is not so. That concern started to use anti-skid treatment of the containers for its quality grades of cut papers. It aimed to stop slippage during palletized loading, fork truck handling, higher stacking, and to gain more rapid transit.

Customers noticed the difference in the cartons, and commented favorably on the treatments. Because the coating cannot be detected by sight or



# in transit

By D. O. Haynes

DA Materials Handling Consultant

touch, each carton now carries a printed identification to alert the men who handle them.

## Coating Process

Individuals cannot apply anti-skid solutions to their cartons or bags. The applications must be made by the container manufacturer. The boxboard maker can apply the coating by spraying or by rollers at different stages along the production line. Either full boards or just the flaps can be coated.

Of course, there are technical problems involving the coefficient of friction desired and other factors. But they are the container maker's concern in turning out a product which will meet his customers' needs.

## Some Pioneer Experiences

As might be expected, Du Pont is widely spreading the story of anti-skid applications by practical examples. All of its chemical products shipped in bags are packaged in containers treated with "Ludox." The only exceptions are certain bags treated with water-repelling compounds that have anti-skid characteristics.

Miller Brewing Co. has been active for some time in studying ways to reduce slippage. That firm has gone into the subject so thoroughly that it has developed its own machine for testing skid resistance.

By the way, Miller tried skid-resistant inks as one solution of the problem. They were discontinued because of a dull appearance and a tendency to smear.

## Soil Resistance

At present, Miller is using colloidal silica treatments. It reports not only good anti-skid results but, also, soil retardancy for the Miller white tray packs.

The Kimbell Candy Co. found that since it has been treating its shipping containers, there has



Pallet loads of beer bottles which used to slip while carried up the ramp now hold fast after special spray



Cartons treated with Ludox were tilted more than 30 deg before slipping. Untreated cartons slipped at 15 deg

been a marked reduction in misshapen packages. This is a major point for candy items that are fondant coated and, hence, prone to cracking.

The use of anti-skid cartons and bags is growing. After wide experience with various types of anti-skid treatments, Irving G. Hefter, vice president of the Stone Container Corp., states, "Interest in anti-slip applications has increased tremendously in the past few years, and the pattern will surely continue. In addition to the problems imposed by mechanical handling, more and more emphasis is being placed on improving the printing qualities of containers, which usually mean slicker surfaces, and slipperier boxes." ●

# Army carries profits in pushcarts

Aisles with gondolas on either side and pushcarts running through them is one way of describing the radical change in the Army's distribution methods

**T**HE Army has turned to the supermarket principle for more efficiency in supplying troops.

The result is a new Self Service Supply Center at Fort Hood, Tex., which does away with the tedious requisition method once used to obtain field and office supplies.

The huge distribution center for Fort Hood military units, complete with fluorescent lighting, open display shelves, and push carts, is located in a former consolidated mess hall, converted for the new operation.

The center houses 1850 items

worth \$85,000 displayed on 8 miles of steel shelves. Almost 14,000 of the building's 25,000 sq ft of floor space is devoted to display area. The rest is given over to storage and distribution facilities.

Every unit at Fort Hood has an account at the store and a catalog of items available. All "purchases" are charged against an account.

A unit quartermaster can walk through the lanes of shelving and pick out what he needs, putting it in a cart provided by the Center. Items are checked out at a counter.

The distribution center avoids delays in handling requisitions and the trouble and expense of filling out multiple forms.

Another use of this distribution system has been found by the U. S. Army Signal Research and Development Laboratory at Fort Monmouth, N. J. Civil service and military "customers" at the Laboratory simply take what they need in the most convenient of three points.

The most important type of merchandise consists of electronic components, but pencils and notebooks are distributed the same way. The only real constant danger in a research center where 80 per cent of the stock items are non-standard is change.

The gross number of things is being reduced to meet a larger percentage of different demands. Some 42,000 stock numbers were once listed. Now the list contains 7500 items.

Stacks of ledgers and forms once used to control stock have been replaced with pre-printed data processing cards for each type of item. The cards contain space for nomenclatures, stock numbers, unit value, cost accounting information, and other data.

Stock is replenished as the item quantity is noted on a card and sent to the commodity supply point in the basement. Orders are filled immediately from plastic-window bins arranged by stock number sequence. Old cards are returned and kept three months for analysis of stock flow before they are destroyed.

If a commodity point is out of an item, the card is dropped into the bin and a new card is sent back as notice that the order will be filled as stock arrives. ●

Below left: View down the center aisle of stock shelves in new center at Fort Hood shows metal display shelves and overhead fluorescent lights. Right: Components are visibly arranged in stock number sequence at Fort Monmouth. Storage bins have small plastic windows which give quick view of contents



# The future of east-west trade



**By Nelson Rockefeller**  
*Governor, State of New York  
Former Advisor, Special Assistant  
to the President*

**I**N HIS speech before the National Press Club in Washington, Mr. Khrushchev said: "We are prepared to do our best for the development of world trade. It is high time to do away with the bankrupt policy of discrimination in trade and thereby clear the atmosphere in the relations between our countries."

In his speech before the Economic Club of New York, he followed up this theme in these terms: "The Soviet Government always has been and always will be for international trade on the basis of equality and mutual advantage and without any discrimination."

In his repeated references to this subject, it was no doubt Mr. Khrushchev's intention to convey the impression that there is a genuine Soviet desire to increase East-West trade upon a non-discriminatory, competitive basis—implying that it is the United States which is creating major obstacles in the way of discriminatory restrictions to a mutually beneficial flow of trade across the Iron Curtain.

The main target of Mr. Khrushchev's attack very obviously was the system of security controls under which the United States and 14 other free world nations

**Terms and conditions for doing business with the Communist bloc to insure that it will not disrupt world trade by Trojan Horse tactics**

restrict the exportation of munitions of war and related strategic commodities to the Soviet bloc... to avoid contributing to a threatening war potential.

What would we be letting ourselves and the free world in for if we agreed to increased East-West trade on the terms and conditions which clearly are in the Soviet mind: namely, that this trade be conducted in accordance with their trading practices and their global political and economic strategy.

I had personal experience with this problem as Coordinator of Inter-American Affairs in the Forties, when we organized to counteract Nazi penetration of the economies of Latin America by securing the voluntary cooperation of 1900 American firms in eliminating United States trade with Nazi agents throughout the Western Hemisphere before Pearl Harbor.

An even greater potential for disruption of the free world economic system than that of Nazi Germany already exists in terms of the trade and economic resources of the Soviet bloc and the system under which they are manipulated.

## Trade Characteristics

To understand the problem, let's look at the magnitude and the characteristics of East-West

EDITOR'S NOTE: This article is an excerpt of remarks by Governor Rockefeller prepared for the Annual Gold Awards Dinner of the New York Board of Trade.

trade. In recent years the total trade among free world nations has been about 10 times the total trade between Communist bloc countries.

However, the volume of trade between the two systems has been relatively small. It constitutes only three per cent of all free world trade.

On the other hand, from the Communist-bloc point of view, it looms larger, representing 30 per cent of its total foreign trade. Even more important, however, are the major conceptual differences in the patterns between the two trading systems.

Trade between free world nations has three characteristics:

1. Transactions conducted by private traders, with purchasers seeking the best values and sellers the most profitable markets.

2. Most transactions conducted in transferable currencies, with the money earned by exports to one country available for imports from another country.

3. The principle of non-discrimination. Each major trading nation within this system, by subscribing to GATT—the General Agreement on Tariffs and Trade—has agreed that the prices and terms governing its trade with one member of the system shall apply to all others equally, with any exceptions to be submitted to GATT for approval. Thirty-six nations adhere to the principles as laid down in this agreement.

## How Reds Do Business

By contrast, trade conducted by Communist bloc countries has the following characteristics:

*(Please Turn to Page 64)*



# The tm and complex price

By Roland L. Kramer

*Professor,  
Commerce and Transportation,  
University of Pennsylvania*

**A knowledge of accepted definitions for export-import  
price quotations guards against any misunderstanding**

**T**HE TM may ask, "What have price quotations to do with me?" That is a good question and here is a good answer:

Every price quotation is wrapped up in shipping conditions and operations. Are not shipping conditions and operations the province of the TM? He, indeed, has much to do with the working out of price quotations. He may be held at least partially responsible if anything goes wrong.

The American revised foreign trade definitions (1941) are now standard in American foreign trade although another set of quotations, promoted by the International Chamber of Commerce (1936), is different in some re-

spects. This is exactly why it is important in international trade transactions to make certain that the foreign customer or supplier knows exactly what is meant when a symbolic price quotation is used. This quotation should be spelled out.

1. Ex point or place of origin. This quotation means that the price as quoted applies at the place of origin. Let us assume that this is a factory. The buyer is literally required to pick up his shipment at the factory but the shipper is required to render assistance to the buyer and does this by making shipment. However, the shipment is the responsibility of the buyer; if a truck should be

wrecked and the cargo lost en route to the port, the buyer would bear the final responsibility.

This quotation is not common in export trade because the buyer has no way to determine the inland transportation charges to the seaboard. Of course, the seller could advise him what these charges are. The selection of the route to the seaboard is also the privilege of the buyer, although he may request the seller to do this for him.

2. FOB named inland point, named inland carrier. This is a common domestic quotation and it means that the seller will load the shipment on the outgoing carrier and provide a clean bill of lading. From then on, the buyer is responsible. As in the ex point or place of origin quotation, the buyer selects the route, unless he asks the seller to do it. All risks are for the account of the buyer after the shipment has been made at the inland point.

3. There are two minor quotations recognized in American practice, based upon the FOB named inland point, named inland carrier quotation. These are this quotation with the addition of the phrases "freight prepaid" or "freight allowed." Here, the shipper includes the freight to seaboard in his FOB named inland point quotation but he does not have responsibility after the shipment is loaded at the inland point of origin and a clean bill of lading has been provided. This is important because any loss or damage incurred en route to the seaboard is still for the account of the buy-

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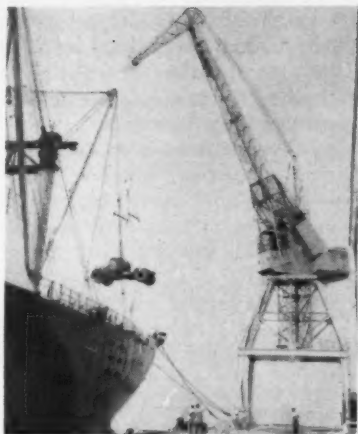
## Revised American Foreign Trade Definitions

The TM is doubtless so familiar with FOB that he has no reason to learn any other price symbols. However, the system of pricing in export and import trade is complex and must be examined very closely. There is some degree of uniformity in the interpretation of these quotations by international traders, but there are enough differences in interpretation to cause misunderstandings and ill will. This set of definitions recognizes the following quotations:

- |  |   |
|--|---|
| 1. Ex point or place of origin   | 5. FAS vessel, port of export                     |
| 2. FOB named inland point, named inland carrier                            | 6. FOB vessel, port of export                     |
| 3. FOB named inland point, named inland carrier-freight prepaid or allowed | 7. CIF foreign port                               |
| 4. FOB named inland carrier, port of export                                | 8. Ex dock, named port of importation             |
|  | 9. FOB named inland point, country of importation |



# quotations



er, despite the fact that the freight charges to the seaboard are included in the quotation.

4. FOB named inland carrier, named port of export. Now, we come to a more common export price quotation. This quotation includes the costs and the responsibility of the exporter to the port of export on board the inland carrier that brought the shipment to the seaboard. The shipper has now assumed all costs and responsibility to get the shipment to the port of export. In this connection, the TM must remember that a seaport is usually a large place. Under this quotation, the shipper's responsibility ends when the delivering carrier arrives in that port. This may be a classification yard ten miles from the waterfront. Therefore, the billing for such a shipment should be "for export." This would assure getting the shipment down to the waterfront and to the shipping facility where it is to be unloaded.

5. FAS vessel, port of export. This is distinctly an export price quotation. It means that the shipper is obliged to pay all costs and assume all responsibility to the point where the shipment is alongside the vessel. In actual practice, (Please Turn to Page 66)



Composite packs have polyethylene drum inside, are wirebound on outside. Square packs are shown at left. Arrow points to built-in pallet pack

## Composite containers ship liquids cheaper

**New composite package with polyethylene drum,  
wirebound outside is combined effort of two  
manufacturers who see steel drum as ex champ**

**S**HIPPERS of chemicals and foods who find the steel shortage limiting their drum supplies will be interested in this substitute which is returnable, ships for less and can easily become a permanent part of many packaging programs.

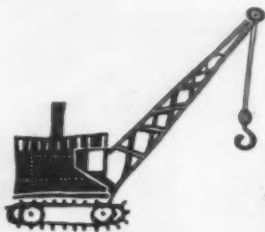
Available in 5, 15, 30, and 55-gal sizes, the new composite containers consist of an inner rigid polyethylene drum and an outer wirebound wooden octagonal protector except in the 5-gal size. All four sizes have passed the MCA-ICC tests for regular liquids. They may be shipped under permit with any liquid safe in polyethylene including corrosive, toxic, and inflammable substances.

Classified as drums, the composite packs afford the lowest freight rates on shipments and

return of empties. Delaware Barrel and Drum Co., manufacturers of the inner component, and Package Research Laboratory, designers of the outer pack, expect the new development eventually to replace lined steel drums.

Unique feature of the 55-gal size is its built-in pallet base; however, all units palletize well. The polyethylene drums are molded in one piece. The closures are rugged and simple.

The packs will be offered assembled or in part with the suggestion that one of the several wirebound box manufacturers be contacted for the outer component. In such a case the user probably will assemble the container. Research work has begun on sizes up to 500 gal for production in 1960. ●



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## ... Proper packaging

(Continued from Page 33)

taped onto the 16-ft sizes whenever it is necessary to fit longer rods and tracks.

A Railway Express inspector speaking about the tubes' immunity to damage, cited the fact that they can slide easily in and out of trucks and rail cars. Even though they can be dented by other

freight, he said, the contents can't be harmed because of the thickness of the fibre. He added that the fibre tubes can absorb transitory shocks and jolts better than many other packaging media, and that they provide excellent protection for the products because they envelop them tightly. ●

(Resume Reading on Page 34)

## Package redesign ...

(Continued from Page 37)

knocked down, a slight change was made in the machine. It is pre-aligned on the assembly line. Then locating pins are added so that it can be torn down and set up again without losing the alignment.

Before adopting the new pack-

age test shipments were sent by truck, rail, and water. Following these, a few changes were made in the interior packing. The smaller box has been in use since March. To date the company has had no damage claims nor any reports of trouble in setting up the machines.

Results in the traffic operation more than fulfilled predictions. A trailer load, formerly 120 units, now consists of 171 machines. Because of this and the rate reduction, freight per machine has dropped from 11.16 to 10.04 on Los Angeles shipments. The saving on shipments to Philadelphia is 18 cents per machine.

Reductions in materials handling costs can best be seen in the trailer loading operation. Loading 15 of the old packages in the trailer required 10 fork truck trips from stock to trailer. To make the stacks in the truck three-high, alternate loads of one and two machines were carried.

To load 15 new packages, six fork truck trips are required. Alternate loads of two and three machines are carried to give stacks in the trailer five high.

A space 26 x 54 ft has been allotted for storage of this machine. With a stacking height of only six, 1080 machines could be stored in this area. Now, with the recommended storage height of nine cartons, 1710 can be stored. ●

(Resume Reading on Page 38)

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## Can handling...

(Continued from Page 39)

dumping to random uncrampers, separator sheets should be omitted.

The relatively high investment cost and large space required for conventional types of random can uncrampers has tended to slow acceptance of returnable cartons.

Points in favor of this system are that cartons provide a means to store cans for normal reserve and for pre-season storage, and cartons provide greater protection than bags and are less susceptible to tearing.

A can handling system which is used to a considerable extent—particularly in the brewing industry—involves packing empty cans in 12, 24, and 48-pack cartons which are emptied by the packer and subsequently re-packed with filled cans for reshipment.

There are several types of palletized bulk can packages, the specifications of which are calculated to meet various handling, shipping, and storage requirements. Most types of pallet-packs involve the use of a two-way, double-faced, returnable wood pallet upon which layers of cans are stacked. Layers are separated by kraft paper or chipboard. The extent of outer protection and load securement provided will be dictated by in-transit distance, mode of transportation, and expected handling hazards.

Factors in favor of palletized bulk packaging include: pallet loads of cans may be conveniently unloaded and stored by fork-truck; storage space utilization is relatively high, depending upon structural features of plant (spacing of beams, clear height, equipment location); with suitable unloading facilities, cans may be fed to multiple filling lines at desired speeds; unloading labor cost is relatively low, and equipment cost may be kept within reasonable limits.

In the final analysis, the true cost for cans must necessarily reflect the cost of all processing, handling, and shipping costs incurred by a strip of tinplate from the time it is manufactured until delivery. ●

(Resume Reading on Page 40)

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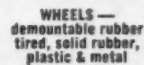
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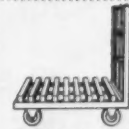
Shelf and tray trucks



2 wheelers for freight



Steel & aluminum frames for cases & cartons



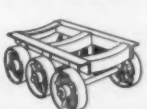
Drag line trucks & trailers for palletless handling



Non-tilt platforms — Wood & steel frames



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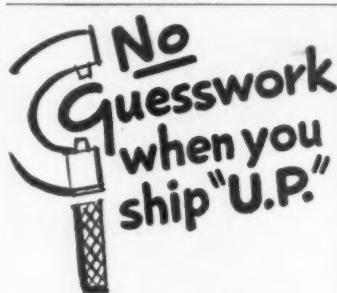
## ... at Papermill

(Continued from Page 40)

loaded on end, a T-block is used to prevent extreme wedging on those loads in which the roll diameters are such that wedging might occur in transit. A T-block consists of two boards nailed to the floor against the end of the car in the shape of a T to keep the first wedging roll (the center row of rolls in Figure 6) a definite distance from the end of the car.

Padding of dryer felt or wrapper is inserted between the rolls and gates to protect rolls from blocking. Figure 6 shows a sectional load of rolls loaded on end in a DF car. When rolls are loaded on the side, cores are perpendicular to car.

When tonnage warrants, rolls are double tiered, the second tier nesting in the bottom tier. The crossbars are placed above center on the upper rolls to prevent their rolling forward and up. Padding is used in the same manner as in loading rolls on end to protect the



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## UNION PACIFIC RAILROAD

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rolls. Figure 7 shows a sectional load of rolls loaded on the side.

Paper used for ream wrapping is used in two different weights: 65 lb per ream for machine wrapping and 75 lb per ream for manual wrapping. Champion Paper has achieved good results with 30 lb unbleached gray kraft paper and a 30 lb natural tan kraft paper laminated with 15 lb of micro-crystalline wax. This is illustrated in Figure 8.

For waterproof case liners, asphalt laminated paper is used. Two sheets of a 60 lb tub-sized, uncoated, bond-type paper together with 30 lb of asphalt.

The third type of wrapper used by Champion Paper is a 14 to 17 point cylinder board stock used as an outer wrap on skids, rolls, and as car liners. This wrapper is shown in Figure 9.

For telescope cartons and roll cartons, 275-lb test kraft corrugated board is used. Slotted cartons use a 200-lb test board. The paper is packed in one of two ways. Sealed stock is first wrapped in ream wrap and placed into the carton. Unsealed stock is not wrapped prior to insertion into the carton, but a waterproof carton is used, or the carton, if not waterproof, is fitted with a waterproof case liner. Then the carton stock is put on a four-way entry pallet made of 1 x 4 re-sawed yellow pine strips, and the legs are made 3 x 4 in. lumber obtained from scrap skid runner stock.

In skid packing, a sheet of waterproof case liner large enough to overhang is placed on the skid platform. The sheets are then stocked on the liner to correct weight or height and a sheet of case liner is put on top. The sides of the entire load are wrapped with the case liner before being wrapped with the skid wrap. Then the skids are banded with steel straps.

Cases at the plant are "wooden boxes" made of 4/4 surface two sides Ponderosa Pine. They are lined. The sheets are packed unsealed. In some instances, for export, sheets are ream wrapped before being put into the case. The cases are then nailed shut. For export, they will be banded with steel straps, as in Figure 10. ●

(Resume Reading on Page 42)



## How a manufacturer . . .

(Continued from Page 42)

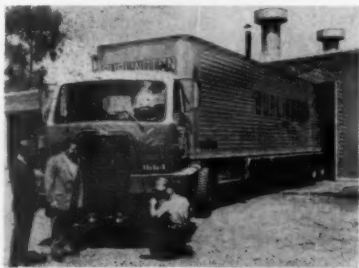
banded before shipment to the customer.

Box orders which are over-wrapped are generally secured by gummed paper tape or twine, again according to customer requirements. Actual boxing of corrugated materials prior to shipment at Hinde & Dauch is usually limited to printed corrugated display stands. Since the stands are intended to serve as merchandising vehicles for a wide variety of products they must be properly protected. The corrugated box has been found to be the best means of getting the display stands to the ultimate user in prime condition.

Some of the corrugated products manufactured by the company are shipped by motor truck, with other carload lot orders being shipped by rail.

The loading of trucks and rail cars with corrugated products is accomplished in several ways, all of them making the best possible use of available loading space. Unitized and palletized corrugated products are loaded into the truck or rail car by fork-lift trucks and are taken off these carriers by the same method at the receiving end. Bundled boxes, which are not unitized or palletized, are moved into the freight carrier by hand truck.

### Truck Line Expands



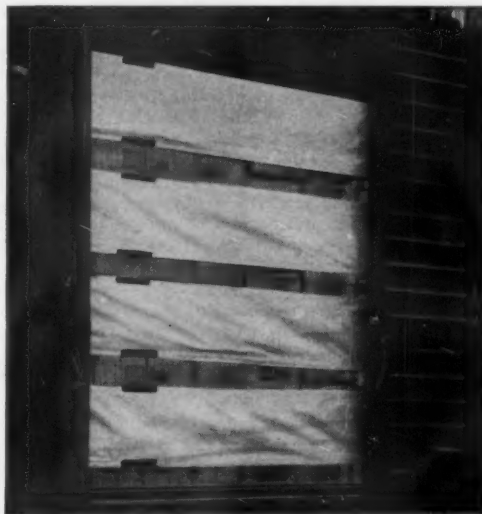
As part of its fleet expansion program and in an effort to increase its schedules by permitting higher average road speeds within legal limits, Burlington Truck Lines, Inc., Galesburg, Ill., has added 50 International diesel-powered tractors to its fleet. They will pull 40-ft semi-trailers which provide increased load capacity over previous equipment

At the receiving end much the same method is used to unload the boxes. The rugged, utilitarian qualities of corrugated boxes lend themselves well to mass shipment in knocked-down form by truck or rail. Once they are prepared for shipment by bundling, banding, tying, or overwrapping these boxes

can withstand all the rigors of freight shipment and still reach their destination in prime condition.

The most significant hazards to the safe arrival of a box shipment at its destination are the effects of water and haphazard handling. The division ships the majority of its corrugated products in contract carrier or customer trucks whose drivers are experienced in handling all types of corrugated products. ●

(Resume Reading on Page 43)



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## East-west trade . . .

(Continued from Page 57)

1. It is handled through centrally controlled Soviet bloc trading monopolies, organized to handle all foreign trade in specified lines and generally responsive to Foreign Department political direction. We must remember that there is no internal competition in the bloc with respect to any foreign sales or transactions.

Let's face the fact that virtually 25 per cent of the entire world's production is subject to trade manipulation and control for political purposes.

2. Payments for imports on the Communist side are generally made in non-transferable currencies. They must be spent within the Communist country in question for export goods offered by one or another of its state trading monopolies.

3. Most of the bloc trade with free world countries is conducted under bilateral trade payments agreements negotiated on a government-to-government basis. Often it is based on a barter deal calling for specific amounts of goods to be exchanged on either side. By their very nature, these bilateral deals are custom made. The prices on both sides of the negotiated exchanges are individually

bargained. Therefore, discrimination between customers in these Communist transactions is the rule rather than the exception.

When Mr. Khrushchev declares that "It is high time to do away with the bankrupt policy of discrimination in trade . . ." he clearly is thinking of Western controls over strategic trade, or possibly of U. S. restrictions on credits to countries willfully in default of financial obligations to the United States.

There is no indication that he is considering modification of the Soviet trade practices that are inherently discriminatory. But let me point out that on the present basis, any increased volume of Communist trade will add in direct ratio to their power to disrupt and dominate world trade by Trojan Horse tactics.

Therefore, before we jump to quick conclusions about the advantage to free world countries of expanding their trade with the Communist bloc, it is relevant to ask: "Under whose terms of reference is such trade to be conducted?"

Over 70 per cent of all East-West transactions in a recent year were based on Communist-initiated trade and payments agreements in force between the countries involved.

Putting first things first, they have not yet even attempted to balance the ledger so far as the Lend-Lease debt is concerned.

We must never lose sight of the fact that each of the Soviet State monopolies is dictated to by the Soviet foreign office, not only in the USSR but in all of the satellite countries. This makes economic decisions subservient to and a tool of political policy in a way that would be quite impossible under the free world system of private enterprise trading.

The reality of the problem will be brought home to anyone who takes the trouble to examine the concentration and timing of the bloc trade efforts in newly independent and under-developed na-



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tions, where opportunities for making political capital have been offered—as in Egypt, Iran, Burma, and Ceylon during recent years.

The pattern of certain USSR metal offerings on Western markets in recent years provides powerful circumstantial evidence of pricing below cost. Tin offers one example. As of mid-1955, the USSR internal price for tin ingot was quoted by official sources at a price some 10 times the wholesale price then prevailing in the United States market.

Although the USSR is a consistent net importer of tin, it exported 10,000 tons in 1957 and 17,000 in 1958, at a time when the free market was vulnerable, at prices well below world market range and below the price which it was then paying its Chinese supplier. Needless to say, this disrupted the export markets of Bolivia, Indonesia, Malaya, and Thailand, which are dependent on the export of tin for their economic existence. It brought about serious economic and social disruptions in the producing countries.

Thus it can be seen that even in its present small dimensions, Communist bloc trade can cause serious dislocations to free world markets—if we allow it to be conducted on Communist terms. If this trade were to continue growing on the present basis, it might well become sufficiently large ten years from now to become a real menace.

From the point of view of national security and the economic stability of the free world, it is the part of wisdom to insist that East-West trade be conducted according to the rules that the West has established and which it enforces with respect to the trade of one free world nation with another.

To assure the preservation of the basic free world values of individual freedom and equal opportunity for all, it seems to me that the following steps should be taken in addition to clearing up the lend-lease debts owed to us by the Soviet:

1. All free world trade with the Soviet bloc should conform to the regulations subscribed to by

the 36 free world nations under the general agreement on tariffs and trade. These are regulations against price discrimination and dumping. In addition, the free world countries should work toward a requirement that their trade with the Soviet bloc shall be in convertible currencies.

2. As this conformity is basic to the security of the free world, we should use the free world's regional security agreements—NATO, SEATO, and the Rio Pact—to police the application of free world rules to East-West trade.

3. That in order for us effectively to support this action, the Congress of the United States should establish a Board of Economic Defense with adequate powers to deal with any Soviet bloc disruptions or domination of free world markets.

4. That this whole question of Soviet compliance with free world trading rules be on the agenda of any forthcoming Summit Conference as an essential condition of the expansion of East-West trade. ●

(Resume Reading on Page 58)



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## ... Quotations

(Continued from Page 59)

this means that the shipment must be within reach of ship's tackle or, in a broad sense, must be placed on the steamship pier. If the vessel has not docked when the shipment arrived, it cannot be placed within reach of ship's tackle.

Now, Mr. TM, watch this. Suppose the port is tied up by a labor dispute. You cannot get the shipment alongside the vessel and extra costs incurred by reason of delay will then be for the account of the shipper. Under the FOB named inland carrier named port of export quotation, this expense would have been for the account of the buyer because the freight car or truck could have gotten into the port area but not in a position to be alongside the vessel.

It is matters of this kind that make it so important to know the meaning of these quotations and to make certain that the other fellow does also. There are holidays, storms, as well as labor disputes that may cause shipments to be delayed; and, as every traffic man knows, any delay in shipment costs somebody something.

6. FOB vessel, named port of export. This quotation is quite clear: the seller is responsible for placing the shipment on board the vessel. He also pays all costs necessary to do so. What is the difference between being alongside a vessel and being on board a vessel?

The vessel loads its cargo at no extra expense to the shipper (or buyer), you say. That is true for some cargo but if you are shipping a locomotive, the ship may have to go to another pier equipped with a large crane to load the locomotive. The same applies to any extra heavy machine or equipment. Here, the FOB vessel and the FAS vessel quotation would be quite different.

If you are shipping coal, grain, or any bulk product, this may also make a big difference because the ship either goes to a pier equipped to handle the bulk product or a lighter with proper loading facilities sails to the side of the ship

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Circle No. 13 on Card, Facing Page 53



and handles the shipment in this manner. In either case, there is extra cost that is included in the FOB vessel quotation but not in the FAS vessel quotation.

7. CIF foreign port. By interpretation, this quotation means cost, insurance, and freight to the foreign port that is named. The TM will probably not be called upon to calculate this complicated price but he does have something to say about a possible responsibility for the shipment itself. This is a common quotation in foreign trade and the fact that the costs to the foreign port are included in the price should not lead to the conclusion that the responsibility of the shipper likewise extends to the foreign port. This is not so. Under a CIF quotation, the responsibility of the shipper ends either FAS or FOB vessel port of export. Whether it is FAS or FOB vessel depends upon the terms of the credit. This subject will be taken up in a later article.

Sometimes, the importer elects to take out his own insurance. This is his privilege, in which case the quotation would be C and F.

However, American exporters generally cover such a shipment with contingency insurance, to be certain that their interests are protected. Moreover, under this quotation, the buyer has the right to select the shipping route and the shipping company, just as he has in all of the quotations up to this point.

If this fact is thoroughly understood, it is easy to see how a shipper can get into trouble with a steamship conference with which he has signed an exclusive patronage contract. Under this contract, the shipper is obliged to tender all of his shipments to the members of the conference. Along comes a buyer who buys under any of the quotations thus far considered and gives instructions to ship by a company that is not a member of the given conference. This is his privilege but the conference does not like it.

The fact that the shipper's responsibility under the CIF or C and F quotations ends FAS or FOB vessel, port of export means that all responsibility for the

(Please Turn Page)

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Where People  
Spell  
the  
Difference



When an "old pro" rates your shipment...

## THE PRICE IS RIGHT!

Whatever your shipment... wherever it's going... "old pros," like Albert Erb, P·I·E Omaha, know the fastest and most economical way to route it... and you can be sure *the price is right!* Their special knowledge of tariffs and carrier routes comes of growing-up with the motor freight industry. Experience like this is one of the many reasons why your next shipment should go P·I·E—where people spell the difference.



**P·I·E Delivers the Goods... in good shape... in good time!**

## PACIFIC INTERMOUNTAIN EXPRESS

TERMINALS & OFFICES IN PRINCIPAL CITIES. GENERAL OFFICES P·I·E BLDG., 14TH & CLAY STREETS, P.O. BOX 958, OAKLAND 4, CALIFORNIA

**from  
the SEA  
to the  
SEAWAY  
it's  
NORWALK  
ALL THE  
WAY**

CHICAGO  
TOLEDO  
DETROIT  
LORAIN  
CLEVELAND  
NEW YORK

**NORWALK  
TRUCK LINES,  
INC.,  
NORWALK, OHIO**

for the executive concerned  
with the movement and  
relocation of personnel

**Now!**

*move with  
confidence*



**Single-Line and Nationwide  
Local . . . Long-Distance Moving . . . Storage**

Call in your local Atlas Agent to discuss personnel movement and relocation on an individual move or long term basis . . . and you've taken a giant step forward in relieving yourself of one of your more persistent, periodic problems.

**Here's why...**

- The Atlas agent fits himself quickly into your departmental methods . . . from the beginning can relieve you of many details.
- Atlas service is economical . . . your cost of transferring families goes down.
- Atlas service is geared to increased customer satisfaction . . . your employee morale goes up during a critical period.

**Look For Your Atlas Agent in the Yellow Pages of Your Phone Book . . . He is a leading Household Goods Mover in Your Community.**

**ATLAS VAN-LINES, INC.**

6244 S. Ashland Ave., Chicago 36 • Agency Relations Dept.

## ... Quotations

(Continued from Preceding Page)

ocean voyage is for the account of the buyer. Of course, there is insurance but suppose the insurance that he takes out is not wide enough; or that there is some controversy over paying any loss or damage. These are matters for the buyer to deal with and not the shipper.

8. Ex dock named port of importation. This is a price quotation that undertakes to deliver the shipment on the dock in the named port of importation. This quotation includes import duty in the country of destination. It is rarely used in the United States export trade but it is quite common in the raw material import trades. Sugar is purchased ex dock, New York or Philadelphia. When the importer obtains his cargo, all costs are paid, including import duty in the United States, and the responsibility of the shipper extends to the

(Please Turn to Page 94)

**NEW WATSON**

**HIDE-A-GATE**



**...a powered elevating gate that  
"hides" for dock loading!**

Here's a *natural* for truck operators who do both dock and floor-to-floor loading.

A flip of the single control lever brings Hide-A-Gate out and down, ready to lift and load up to 1200 lbs. When you're through, flip the lever again and Hide-A-Gate folds neatly under the truck frame. You can back up tight to loading docks, run fork lifts in and out. Van doors can be opened without lowering gate; there's room for steps at either side, too.

Ready now for quick installation on 1½ ton and larger trucks. Electro-hydraulic or PTO-hydraulic models.

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1606 LASKEY ROAD, TOLEDO 12, OHIO 16

Circle No. 14 on Card, Facing Page 53, for more information

**DISTRIBUTION AGE**



By Leo T. Parker  
Legal Consultant,  
Distribution Age

## WITHIN THE LAW

### Transportation

**If consignee changes date set for delivery, what is carrier's liability should loss occur?**

According to a late higher court decision, the liability is reduced.

This is so because under certain circumstances, a common carrier's liability is automatically reduced to that of a warehouseman. As such the common carrier is not liable for loss of or damage to shipped merchandise unless the consignee proves that damage resulted from negligence of the carrier.

For illustration, in *D— Co. v. O— T— and S— Co.*, 143 Pac. (2d) 441, the testimony showed that when the merchandise arrived at the consignee's destination it was late in the day. The trucking company was instructed via telephone by the consignee to keep the goods on the truck over night and make delivery the following day. Due to these instructions the trucking company kept the goods on its truck in its garage for the night. During the night the garage burned and the truck and merchandise was destroyed.

In the subsequent litigation the higher court decided that the common carrier's liability was changed to that of a warehouseman. Therefore, the carrier was not liable unless the consignee proved that the fire resulted from some negligence of the carrier.

The court said:

"Having concluded that the status of the respondent (carrier) became that of a warehouseman upon its tender of the goods to the consignee . . . The duty was . . . upon the appellant (consignee) to . . . show that the fire resulted from some negligence of the respondent (carrier)."

Since neither the shipper nor the consignee proved that the fire resulted from negligence of the carrier, the higher court held the carrier not liable.

**What constitutes an Act of God through which a carrier is relieved of all liability?**

In order to answer this inquiry it is advisable to review the general law on this subject.

The higher courts in all areas are in accord with the law that a common carrier is practically an insurer of the safe arrival of shipped goods. In other words, a common carrier is liable for all loss, except such as may be caused by 1. an Act of God; or 2. a public enemy of the United States; or 3. the fault of the shipper; or 4. the inherent nature of the goods.

Moreover, although the damage is due to one of these causes, the carrier still is liable for any damage which may result by its failure to exercise reasonable care to protect the shipment.

The courts have defined an Act of God to be "an irresistible physical force which is not preceptable by ordinary or extraordinary human foresight, care of indulgence." There-

fore, an Act of God may be an extraordinary heavy downpour of rain, an unusual flood, a cyclone, an earthquake, or other similar natural disturbances.

Let us assume that an unusual flood rises. The courts definitely hold that the warehouseman cannot wait for the flood waters to damage the stored goods. In other words, he must use diligence and care to remove stored goods from within reach of the flood waters. His failure to do so results in his liability.

In another case, the higher court held a common carrier liable as an "insurer" of shipped merchandise because it failed to prepare for a cyclone forecasted by the U. S. Weather Department.

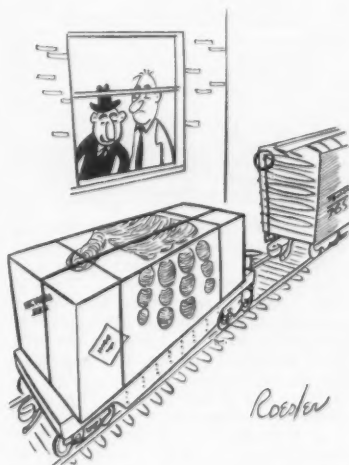
Hence, a common carrier cannot avoid liability for loss of or damage to stored goods caused by an "Act of God" where the testimony shows that he could have saved the goods by exercising ordinary care.

**Can an employe collect damages from his employer for injuries incurred outside regular job?**

A higher court held that an employe who is injured while doing work outside the scope of his employment cannot expect to recover damages or compensation under the State Workmen's Compensation Act.

For example, in *T— E— I— v. L— T— and S—*, 307 S. W. (2d) 271, an employe named M— of the L— T— and S— reported to work. Then he got into an automobile of a fellow employe who drove over to the house of another employe. The trip over to the house was without direction or authority from the employer. On the way back to the warehouse of the L— T— and S—, M— sustained a severe injury.

The higher court held that the L— T— and S— was not responsible nor liable to M— for his injuries.



"I see you're still handling your car loading manually."

## MCA Membership Committee Of 23 Named for 1960

Robert Fernstrom, Des Plaines, Ill., has been named chairman of the Movers Conference of America's Membership Committee for 1960.

He will work with 23 recently elected Committee members. They are: Paul Arpin, Providence, R. I.; Harold J. Blaine, Los Angeles, Calif.; Henry P. Bruner, Chicago, Ill.; L. R. Burnham, Columbus, Ga.; Alfred E. Dean, Long Beach, Calif.; James O. Delcher, Jacksonville, Fla.; James D. Edgett, Fort Wayne, Ind.; Emmett J. Flavin, Broadview, Ill.; and Joseph W. Engle, Elizabeth, N. J.

Also O. H. Frisbie, Detroit, Mich.; Russell E. Garrett, Detroit; Robert L. Hiner, Indianapolis, Ind.; L. A. Larimore, St. Louis, Mo.; Frank L. McKee, Broadview, Ill.; John L. Rapp, Chicago, Ill.; Ray Richardson, Salina, Kans.; E. W. Schumacher, Los Angeles, Calif.; John S. Smith, Indianapolis, Ind.; Hazen H. Stevens, Franklin Park, Ill.; and Lucien W. Shaw, Los Angeles, Calif.

And Gladys Theus, Oklahoma City, and R. G. Wiederspan, Lincoln, Neb.

—DA—

## UVL Holds Annual Convention

Expanding plans in line with the nation's booming economy highlighted the 13th Annual Convention of United Van Lines, Inc., recently. President William S. Kutschbach declared that the rising volume of household moving is an integral part of the nation's mobile and expanding economy. It is not, he said, merely a war-time phenomenon, as some people imagined.

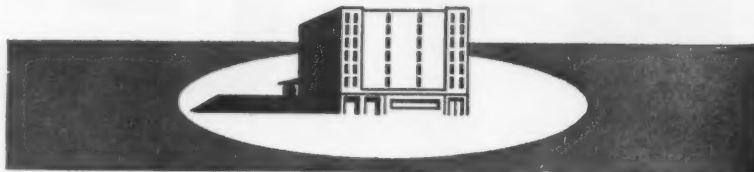
—DA—

## Men in the Spotlight

James R. Jolley—named vice president-sales; Gordon Burris, Jr.—vice president-operations, United Van Lines, Inc.

L. A. Larimore—elected president, Household Goods Carriers' Bureau; Ernest S. Wheaton—vice president; Harold J. Blaine—secretary; and James D. Edgett—treasurer.

# Warehouse SPOTLIGHT

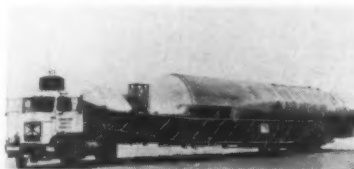


## Extra Documentation Not Needed on Through B/L

Vouchers submitted by household goods carriers on through bill of lading shipments to disbursing offices for payment do not have to be accompanied by supporting documentation according to the Dept. of Defense. Instructions listed in DOD Instruction 4500.13, however, must still be followed.

Number 5 copy of the bill of lading will not be available on through bill shipments to military services headquarters by shipping transportation officers when vouchers are submitted for review by carriers.

## Missiles on the Move



Leonard Brothers Transfer, Miami, Fla., uses this specially designed trailer for transporting missiles. One man stands in the "crow's nest" on the carrier to watch for dangerous overhead obstructions. One tillerman sits close to the left rear axle and another sits near the right rear axle. Both guide the driver and warn him of changing roadway conditions on each side of the highway. Communication is maintained between members of the four-man crew via telephone. The driver also is in communication with the escort convoy by two way radio

## AMA Hears Cooke on Storage And Marketing Tie-In

Marketing executives have been guilty of ignoring a basic economic formula, said J. Leo Cooke in an address before the Philadelphia Chapter, American Marketing Association.

Cooke, president of J. Leo Cooke Warehouse Corp., and a past general president of the American Warehousemen's Association, pointed out that a "product or service has to be where the consumer wants it when he wants it and at a price he can afford to pay. No marketing executive can perform efficiently . . . for his company if he is not fully familiar with all aspects of his . . . points of distribution."

—DA—

## Warehouse Briefs

Northwestern Transfer Co. has purchased the 50000 sq ft warehouse at 79 Taylor St., Portland, Ore. The operation is served by a Southern Pacific private rail spur.

International offices of United Van Lines, Inc., will be moved from Franklin Park, Ill., to 59642 South U. S. 31, South Bend, Ind., on Dec. 7.

New agents of Aero Mayflower Transit Co., Inc., are Chevalley Moving and Storage, Dewey, Okla.; James and Neal Moving and Storage, Inc., Sunnyvale, Calif.; and Maritime Warehousing and Transfer Co., Ltd., Oromocto, New Brunswick, Canada.

Revised pool car distribution rates have been put into effect at Tacoma, Wash., by the Washington Public Service Commission on application by the Allied Truck Owners of Tacoma.



# Warehouse Directory

Listed below are approximately 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are a number of national warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. Generally the advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

## ALABAMA

**Birmingham**  
American Tfr. & Whse. Co., Inc.  
Doc's Tfr. & Warehouse, Inc.  
Harris Warehouse Co.  
Strickland Tfr. & Whse. Co.  
**Dothan**  
Security Bonded Whse.

## ARIZONA

**Phoenix**  
B-Z-Bee Transp'n. & Whse. Co.  
Lightning Mvg. & Whse.

## ARKANSAS

**Little Rock**  
Terminal Warehouse Co.

## CALIFORNIA

**Los Angeles**  
Bekins Warehousing Corp.  
California Warehouse Co.  
Central Term. Whse. Co.  
Davies Warehouse Co.  
Lyon Van & Storage Co.  
Overland Term. Warehouse Co.  
Pacific Coast Term. Whse. Co.  
Pacific Commercial Whse., Inc.  
Star Truck & Whse. Co.  
Union Terminal Warehouse  
**Oakland**  
Howard Terminal  
**San Diego**  
Lyon Van & Storage Co.  
**San Francisco**  
San Francisco Whse. Co.  
**San Leandro**  
Blankenship Warehouse Co.

## COLORADO

**Colorado Springs**  
Welcker Tfr. & Stge. Co.  
**Denver**  
Alpine State Warehouse  
Larsen Tfr. & Stge. Co.  
North Denver Tfr. & Stge.  
Weicker Tfr. & Stge. Co.  
**Pueblo**  
Burch Whse. & Tfr. Co., Inc.  
Weicker Tfr. & Stge. Co.

## CONNECTICUT

**Hartford**  
George E. Dewey & Co.  
Hartford Despatch & Whse. Co., Inc.  
**New Haven**  
Atlantic Bonded Whse. Corp.  
Smedley Company

## DELAWARE

**Dover**  
Delmarva Whses., Inc.

## DISTRICT OF COLUMBIA

**Washington**  
Commercial Storage Co.  
Davidson Tfr. & Storage Co.  
Kane Warehouse Company  
Terminal Stge. Co. of Wash.

## FLORIDA

**Jacksonville**  
Jacksonville Warehouse Co.

Laney & Duke Stge. Whse. Co., Inc.  
M & M Term'l. Whse. Company  
Peninsular Whse. Company  
Union Terminal Whse. Co.

## Miami

Colonial Warehouse, Inc.  
International Bonded Whse. Corp.  
Ryder Bonded Warehouse  
Santini Bros., Inc.

## GEORGIA

**Atlanta**  
American Bonded Whse.  
Coweta Bonded Warehouse  
**Savannah**  
Savannah Bonded Whse. & Tfr. Co.

## HAWAII

**Honolulu**  
City Transfer Co., Ltd.  
H C & D Mvg. & Stge.

## ILLINOIS

**Cairo**  
Hudson Warehouses  
**Chicago**  
Ace Warehousing Service  
Affiliated Whse. Companies  
American Chain of Whses., Inc.  
Anchor Storage Co.  
Associated Warehouses, Inc.  
Crooks Terminal Whses., Inc.  
Currier-Lee Whses., Inc.  
Equipment Storage Corp.  
Griswold & Bateman Whse. Co.  
Grove Storage Co., Inc.  
Joyce Bros. Stge. & Van Co.  
Majestic Whses., Inc.  
Midland Warehouses, Inc.  
North Pier Terminal  
Packers Term'l. & Whse. Corp.  
Producers Warehouse Co.  
Riverside Warehouse  
Soo Terminal Whse.  
Sykes Terminal Whse. Co.  
Thomson Terminals, Inc.  
Wakem & McLaughlin, Inc.  
Western Warehousing Co.

**Chicago Heights**  
Unified Warehousing Co.

**East St. Louis**  
McMahon Transfer & Whse. Co.  
Mid-America Term'l. Whse., Inc.  
Mississippi Avenue Whse.

**Joliet**  
Joliet Whse. & Tfr. Co.

**Kankakee**  
Belt Route Whse. Stge. Co.

**Peoria**  
United Whsing. Facilities, Inc.

**Vandalia**  
Vandalia Whse. Corp.

## INDIANA

**Elkhart**  
Schult General Warehouse  
**Evansville**  
Ingle Street Whse. Co.  
Mead Johnson Terminal Corp.  
Producer's, Inc.  
Terminal Whse., Inc.  
**Fort Wayne**  
Edgar's Warehouses  
Fort Wayne Storage Co., Inc.  
Pettit Whses., Inc.  
**Hammond**  
Great Lakes Whse. Corp.  
Illiana Storage Co., Inc.  
Nowak Warehouses, Inc.  
**Indianapolis**  
Indiana Term'l. & Refrig. Co.  
Indianapolis Whse. & Stge. Co., Inc.  
Merchandise Whse. Co., Inc.  
Strohm Whse. & Cartage Co.  
**Jeffersonville**  
Jeffersonville Div. of Louisville Public Whse. Co.  
**Muncie**  
Oren-Shively Whses.

## IOWA

**Cedar Rapids**  
American Tfr. & Stge. Co.  
Cedar Rapids Tfr. & Stge. Co.  
**Davenport**  
Roederer Transfer & Storage Co.  
**Dubuque**  
Dubuque Stge. & Tfr. Co.

## KANSAS

**Kansas City**  
G-K Warehouses, Inc.  
Transit Whses., Inc.  
**Wichita**  
Yellow Van Moving & Stge. Co.

## KENTUCKY

**Louisville**  
Louisville Public Whse. Co.  
**Winchester**  
Winn Avenue Whses., Inc.

## LOUISIANA

**New Orleans**  
H. G. Bauer Mvg. & Stge.  
Commercial Term'l Whse., Inc.  
Gulf Shipline Storage Corp.  
Hayes Drayage & Storage, Inc.  
Maloney Tking. & Storage, Inc.  
Standard Warehouse Co., Inc.  
**Shreveport**  
Herrin Tfr. & Whse. Co., Inc.

## MARYLAND

**Baltimore**  
Camden Warehouses  
Davidson Transfer & Stge. Co.  
Rowley Whsing. & Distributing, Inc.  
Western Maryland Whse. Co.

## MASSACHUSETTS

**Boston**  
Charles River Stores operated by Merchants Whse. Co.  
Commodity Warehouse Corp.  
Hoosac Storage & Whse. Co.  
National Dock & Stge. Whse. Co.  
Standard Storage Co.

Wiggin Terminals, Inc.  
**Lowell**  
Curran-Morton of Lowell, Inc.  
**Springfield**  
Pioneer Valley Refrig. Whse., Inc.

## MICHIGAN

**Detroit**  
Central Detroit Whse. Co.  
Detroit Harbor Term'l., Inc.  
Edgar's Warehouses  
Fleetwing Terminal Corp.  
Grand Trunk Whse. & C. S. Co.  
John P. Ivory Storage Co., Inc.  
Jefferson Terminal Whse.  
Lakeshore Warehouse Inc.  
United States Cold Stge. Corp.  
**Saginaw**  
Central Warehouse Co.

## MINNESOTA

**Minneapolis**  
Minneapolis Terminal Whse. Co.  
Security Warehouse Co.  
**St. Paul**  
Central Warehouse Co.  
St. Paul Term'l Whse. Co.

## MISSOURI

**Joplin**  
Sunflower Tfr. & Stge. Co.  
**Kansas City**  
Adams Tfr. & Storage Co.  
Belger Warehouse Co.  
Central Storage Co.  
Crooks Terminal Whses., Inc.  
Evans Whse. Service  
G-K Whses. Inc.  
Jacobs Warehouse Co., Inc.  
Kansas City Term'l. Whse. Co.  
Midwest Terminal Whse. Co.  
**St. Louis**  
Keystone Warehousing Co.  
S. N. Long Warehouse  
Madison St. Term'l. Whse. Corp.  
Rutger St. Whse., Inc.  
St. Louis Terminal Whse. Co.  
Tyler Whse. & Cold Stge. Co.  
Warehousing Corp. of Mo., Inc.  
**Springfield**  
General Warehouse Corp.

## NEBRASKA

**Lincoln**  
Sullivan Tfr. & Stge. Co.  
**Omaha**  
Ford Stge. & Mvg. Co.  
Gordon Stge. Whses., Inc.  
Omaha Central Whse. Co.

## NEW HAMPSHIRE

**Manchester**  
McLane & Taylor Corp.

## NEW JERSEY

**Bayonne**  
Lehigh Tank Terminal  
**Camden**  
Camden Marine Terminals  
Eavenson & Levering  
**Elizabeth**  
Wheeling Transportation, Inc.  
**Jersey City**  
Cooke Warehouse Corp., J. Leo  
Lackawanna Whse. Co., Inc.

(Please Turn Page)

Newark  
Federal Stge. Whses.  
Lehigh Whse. & Trans. Co.  
Port Newark  
Lehigh Term. & Whse. Co.  
Wheeling Transportation, Inc.  
Trenton  
Anchor Warehouse Co.  
Delaware Valley Whse. Co.

#### NEW YORK

Brooklyn  
Dock Whsing. & Bottling  
Center, Inc.  
Empire State Whses. Co.  
Buffalo  
American Household Stge. Co.  
Buffalo Merchandise Whses.,  
Inc.  
Keystone Warehouse Co.  
Knowlton Warehouse, Inc.  
Laub Warehouse  
Lederer Terminals  
Wilson Warehouse, Inc.  
Deer Park, L. I.  
Pinter Warehouse, Inc.  
Dunkirk  
Tidewater-Cleveland Stge.  
Corp.  
Horseheads  
Lehigh-Horseheads Whse. Corp.  
New York City  
Affiliated Whse. Companies  
American Chain of Whses., Inc.  
Associated Warehouses, Inc.  
Bowling Green Stge. & Van Co.  
Chelsea Fireproof Stge. Whses.  
Santini Brothers, Inc.  
West Side Whses., Inc.  
Rochester  
Geo. M. Clancy Carting Co., Inc.  
Syracuse  
Great Northern Whses., Inc.  
King Storage Whse., Inc.  
Paul-Jeffrey Company  
White Plains  
J. H. Evans & Sons, Inc.

#### NORTH CAROLINA

Charlotte  
American Stge. & Whse. Co.,  
Inc.  
Dixie Cartage & Whsing. Co.  
Raleigh  
Carolina Stge. & Dist. Co.  
Raleigh Bonded Whse., Inc.

NORTH DAKOTA  
Fargo  
Union Storage & Tfr. Co.

#### OHIO

Akron  
Cotter Merchandise Stge. Co.  
Cincinnati  
Cincinnati Trml. Whses., Inc.  
Cleveland  
Assembly Distribution Service,  
Inc.  
Conaty Warehouse Co.  
Lederer Terminals  
National Terminals Corp.  
Railway Warehouses  
Columbus  
Central Ohio Warehouse Co.  
Columbus Term. Whse. Co.  
Merchandise Whse. Co.  
Ohio Warehouses, Inc.  
Dayton  
Dayton Warehouses, Inc.  
Union Storage Co.  
Toledo  
Edgar's Warehouses  
Great Lakes Term. Whse. Co.  
Merchants & Mfrs. Whse. Co.  
Toledo Terminal Whse., Inc.  
Youngstown  
Lederer Terminals

#### OKLAHOMA

Oklahoma City  
O. K. Tfr. & Stge. Co.  
Tulsa  
General Warehouse Corp.

#### OREGON

Portland  
Holman Transfer Co.  
Oregon Transfer Co.  
Rapid Transfer & Stge. Co.  
Rudie Wilhelm Whse. Co.

#### PENNSYLVANIA

Allentown  
Hummel Warehouse Co., Inc.  
Butler  
Nicholas Tfr. & Stge. Co.  
Erie  
Erie Storage & Carting Co.  
Erie Warehouse Co.

M. V. Irwin Moving & Stge.  
Harrisburg  
Central Storage & Transfer Co.  
Harrisburg Storage Co.  
Harrisburg Warehouse Div.,  
Western Whsing. Co.  
Lancaster  
Lancaster Storage Co.  
Philadelphia  
Commercial Warehousing Co.  
Melville Warehouse Co.  
Merchants Whse. Co.  
Pennsylvania Whsing. & Safe  
Deposit Co.  
Terminal Warehouse Co.  
Pittsburgh  
Beacon Warehouse, Inc.  
White Terminal Co.  
Scranton  
Elson Metal Whse. & Stge. Co.  
Mifflin Warehouse Co.  
Quackenbush Warehouse Co.

#### SOUTH CAROLINA

Charleston  
Berkeley Storage Co.  
Charleston Whse. & Fwdg. Corp.  
Columbia  
Carolina Bonded Stge. Co.

#### TENNESSEE

Chattanooga  
Chattanooga Whse. & C.S. Co.  
Cherokee Whses., Inc.  
Memphis  
Mayer Whse. & Term., Inc.  
Midwest Terminal Whse. Co.  
Poston Warehouses, Inc.  
Valden Warehouse  
Nashville  
Bond, Chadwell Co.  
Central Van & Stge. Co.

#### TEXAS

El Paso  
El Paso Term. Whses., Inc.  
Western Warehouses  
Fort Worth  
Blynon O'Keefe Stge. Co.  
Johnson Stge. & Van Co.  
United States Cold Stge. Corp.  
Houston  
American Warehouses, Inc.  
Houston Central Whse. & C.S.  
Co.  
Houston Term. Whse. & C.S.  
Co.

Houston Warehouse Service,  
Inc.  
T.P.C. Stge. & Tfr. Co., Inc.  
Texas Service Whse. Co.  
Union Transfer & Stge. Co.  
Universal Term. Whse. Co.  
Wald Term. Whse. Co., Inc.

#### UTAH

Salt Lake City  
Noyce Transfer Co.  
Redman Van & Storage Co.

#### VIRGINIA

Norfolk  
Security Storage & Van Co.  
Southgate Storage Co., Inc.

#### WASHINGTON

Seattle  
Seattle Transfer Co.  
Taylor-Edwards Whse. & Tfr.  
Co., Inc.  
Spokane  
Riverside Whses., Inc.  
Taylor-Edwards Whse. & Tfr.  
Co., Inc.

#### WEST VIRGINIA

Charleston  
Guaranty Storage Co.  
Huntington  
Service Warehouse Corp.

#### WISCONSIN

Eau Claire  
Superior Transit Stge. Corp.  
Green Bay  
Leicht Tfr. & Stge. Co.  
Madison  
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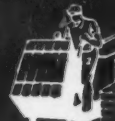
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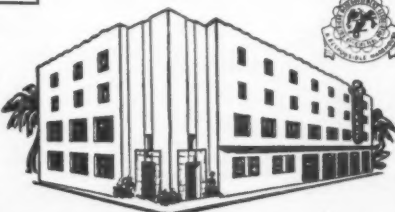
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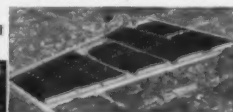
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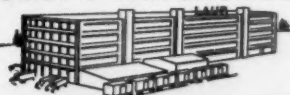
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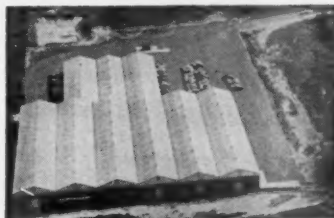
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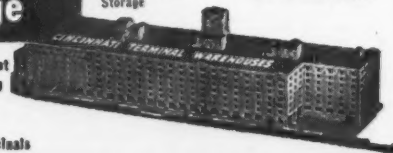
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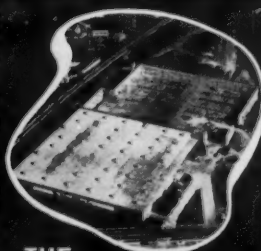
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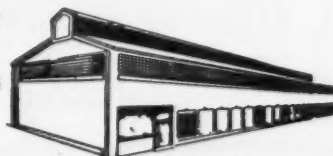


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**MODERN ONE STORY—SPRINKLERED**  
**COMPLETELY MECHANIZED**  
• AUTOMOBILE • APPLIANCE • HEAVY EQUIPMENT  
**POOL CAR DISTRIBUTION & STORAGE IN TRANSIT**  
Located on the Frisco-Illinois Central & Missouri Pacific & L&N with Reciprocal Switching

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for the proper Storage and Distribution of your Merchandise in the Memphis trade area.

**POOL CAR DISTRIBUTION**  
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NEW YORK OFFICE, 250 Park Avenue

**MIDWEST TERMINAL WAREHOUSE CO.**  
61 West Georgia Avenue, Memphis 5, Tenn.  
Owned and Operated by the ST. LOUIS TERMINAL WAREHOUSE CO., ST. LOUIS, MO.

## ... Quotations

(Continued from Page 68)

delivery of the cargo on the dock in New York or Philadelphia.

9. FOB named inland point, country of importation. This quotation is the ex dock quotation plus transportation in the country of importation to the inland point located there. Here, the shipper is quoting a price and assuming responsibility until the shipment arrives at the inland point abroad on

the carrier necessary to take it to that inland point.

A Wrong Quotation. What is wrong with quoting simply FOB Philadelphia? As pointed out in this article, FOB Philadelphia can mean FOB cars, FAS vessel or FOB vessel—all in Philadelphia. How is the buyer to know which of these three quotations is intended? If he is not advised otherwise, he will doubtless assume that FOB vessel is intended. If this is not correct, there will be dispute over who is responsible if delays and extra costs occur be-

tween the arrival of freight cars in the port of Philadelphia and the arrival of the shipment on board the vessel.

The TM is well advised to bear these points in mind. Every company that ships something abroad does not have an export department and, if it does not, the officials will probably expect the TM to know what to do as regards the shipment. Watch these quotations; they are of paramount importance and definite understanding between buyer and seller is vital. ●

(Resume Reading on Page 59)



and Firms are Arranged Alphabetically

## MEMPHIS, TENN.

W. H. DEARING, President

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Established 1894

671 to 679 South Main St., Memphis 2

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AND TO SERVE YOUR CUSTOMERS BETTER



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POOL CAR DISTRIBUTION  
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STORAGE IN TRANSIT  
PRIVATE R.R. SIDING, 18 CAR CAPACITY  
UNLIMITED FLOOR LOAD  
ALL FIREPROOF CONSTRUCTION WITH  
SPRINKLER SYSTEM AND ADT PROTECTION  
INSURANCE RATE 6.3 CENTS PER \$100 PER YEAR  
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Alpine 5-2738

Teletype NV 364

NASHVILLE 1, TENN.

## NASHVILLE, TENN.

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DISTRIBUTION SINCE 1911

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HOUSTON 1, TEXAS

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ONE coordinated warehousing and pool-car distribution service

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**WAREHOUSING:**  
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**Superior**  
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 A superior storage service. DISTRIBUTION—TRANSIT—WAREHOUSING from Eau Claire, proven distribution hub of central-western and northern Wisconsin. Operating with a service attitude and with pride-in-workmanship. 8 car Chicago & North Western siding—7 truck doors.  
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 Cooler, Freezer and General Merchandising Storage  
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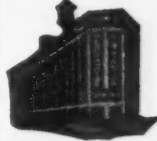
**HANSEN STORAGE CO.**  
 124 N. JEFFERSON ST.  
**MILWAUKEE, WIS.**  
**WISCONSIN'S LARGEST AND MOST MODERN**  
 AFFILIATE — HANSEN STORAGE OF MADISON INC.

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 MILWAUKEE'S FINEST  
  
 A SOLID BLOCK OF RESPONSIBLE WAREHOUSING  
 ALSO LEASE RENTALS OF WHOLE BLDGS. OR PARTS  
 SO. WATER & E. BRUCE STREETS

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 TORONTO'S LARGEST  
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 1,000,000 Square Feet  
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 Lowest Insurance  
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 1,500,000 cubic feet. Sprinklered.  
 Private Siding. Efficient Loading Facilities  
 Company Owned Trucks.  
 Members of Canadian Warehousemen's Association.  
 "Our Clients do the selling—we do the rest."

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**St. Lawrence Warehouse Inc.**  
  
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 200,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED IN THE EXACT CENTER OF THE CITY OF MONTREAL  
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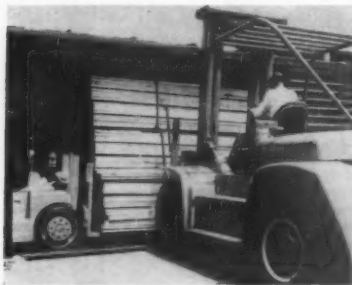


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**Car Unloaded in 14 Min.**



Yale Materials Handling Division claims a new speed record for unloading a unitized carload of lumber. During the recent Materials Handling Exposition, a car was unloaded in 14 minutes, three seconds. Two gasoline-powered fork-lift trucks were used

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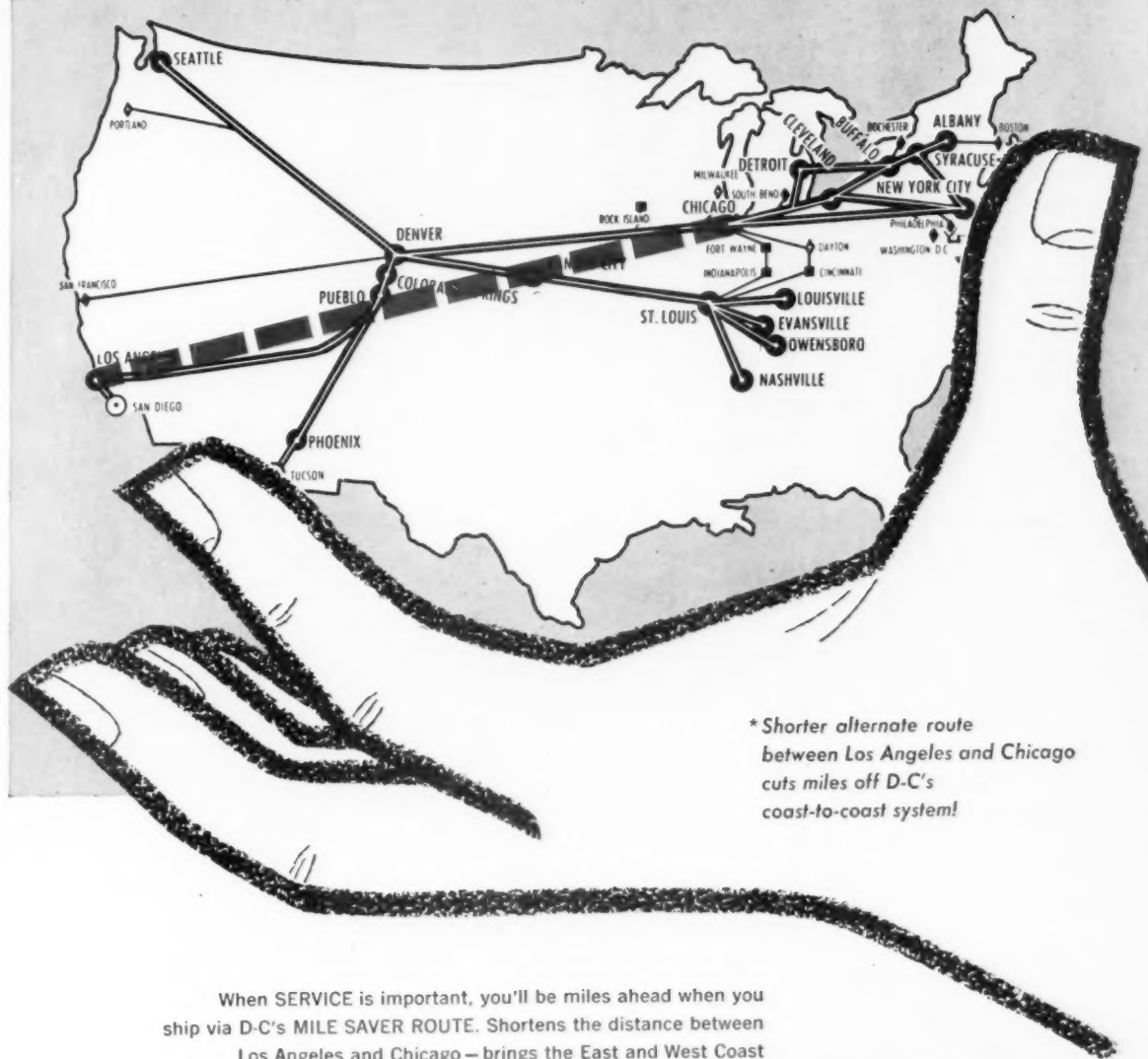
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Shorten the distance coast-to-coast with...

# D-C's MILE SAVER\* ROUTE



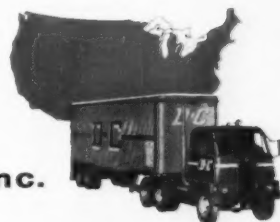
\* Shorter alternate route  
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When SERVICE is important, you'll be miles ahead when you ship via D-C's MILE SAVER ROUTE. Shortens the distance between Los Angeles and Chicago — brings the East and West Coast miles closer — makes D-C's DIRECT SERVICE even more direct!

Try D-C's MILE SAVER ROUTE on your next shipment — you'll discover why D-C is the coast-to-coast choice for coast-to-coast service!

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THE ONLY DIRECT COAST-TO-COAST CARRIER!



# AUTOMATIC

Automatic Docker at work in huge distribution center. Docker works easily around overhead conveyor system and stacks loads four high.



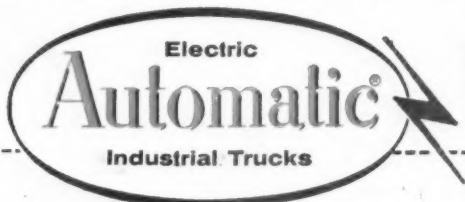
## You Can Forget Congested Area Handling Problems ... When the Electric End Control "DOCKER" Moves In!

Heavy loads, congested areas? No problem, if you have an Automatic Docker on the job. Because of its compact, stand-up, end-control design, the Docker has superior maneuverability. It can work easily in any type of congested area: on shipping docks, inside trailers or box cars, in narrow aisles. It lets you load, unload, move and stack with the speed and efficiency you want!

Small as it is, the Docker provides safety and convenience for the operator. Maximum stability is provided by 4-wheel suspension and low center of gravity. Superior productivity is made possible by fast lift and travel speeds. Available in capacities from 1500 lbs. to 4000 lbs.

Investigate the advantages the Docker offers you and learn how it can cut your materials handling costs to a minimum. Send for our informative, illustrated booklet. Just mail the coupon.

**Advanced Materials Handling at Less Cost to You**



**AUTOMATIC  
TRANSPORTATION COMPANY**

Division of The Yale & Towne Manufacturing Company

115 W. 87th St., Dept. X-9, Chicago 20, Illinois

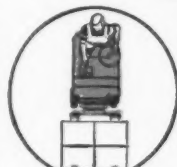
WORLD'S LARGEST EXCLUSIVE BUILDER OF ELECTRIC-DRIVEN INDUSTRIAL TRUCKS

### Look at the PLUS Features Docker Gives You



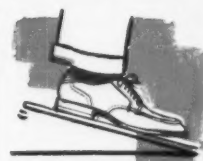
#### LOW BACK STEP

Safer, less tiring; easier for operator to handle quick on-and-off operations.



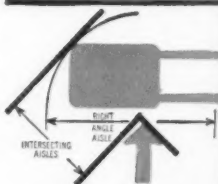
#### FULL VISIBILITY

Gives operator clear, uncluttered view of surrounding area for maximum safety.



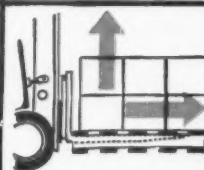
#### SAFETY BRAKE CONTROL

Brake is on when foot is raised. Prevents costly accidents and collisions.



#### ZERO INSIDE TURN RADIUS

Maneuvers easily and quickly in cramped, congested quarters.



#### INCHING CONTROL

Foot-controlled inching operates truck in low speed while load is raised.



#### NO GAS FUMES

Quiet-operating electric power means no toxic gas fumes or noise in congested areas where other employees are working.

- ☐ Rush complete information on Automatic DOCKER of \_\_\_\_ lbs. capacity.
- ☐ Full details on Lease and convenient Budget-Purchase Plans.

Name \_\_\_\_\_ Title \_\_\_\_\_

Firm Name \_\_\_\_\_

Address \_\_\_\_\_

City & Zone \_\_\_\_\_ State \_\_\_\_\_

Circle No. 15 on Card, Facing Page 53, for more information

